

# Annual Benchmark Report for Retail Trade

*A Detailed Summary of Retail Sales,  
Purchases, Accounts Receivable, and Inventories*

*January  
1989  
to December  
1998*

Issued August 1999

BR/98-A

## Current Business Reports



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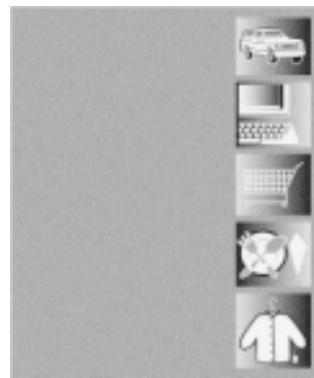
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# Annual Benchmark Report for Retail Trade: January 1989 to December 1998

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This publication contains the following retail trade estimates:

- Annual and monthly sales by retail stores at the national level.
- End-of-year and end-of-month inventory values.
- Inventories/Sales ratios.
- Annual purchases and gross margin levels.
- Gross margin, as a percent of sales.
- Accounts receivables owed to retail stores.
- Per capita sales.

## SUMMARY OF CHANGES

This publication presents estimates that reflect a benchmarking process that revised previously published unadjusted monthly sales and end-of-month inventory estimates for the period January 1993 through December 1998. Estimates of annual sales, purchases, and end-of-year inventory values were revised for the years 1993 through 1997. The revised unadjusted estimates reflect:

- Results from the 1992 Census of Retail Trade.
- Preliminary results from the 1997 Census of Retail Trade.
- Subsequent new annual estimates developed for the years 1993 through 1996.

New factors were developed and used to adjust sales and inventories for the period January 1990 through December 1998. The factors were used to adjust sales for seasonal, trading-day, and holiday variations and to adjust inventories for seasonal variations. These factors were developed by using unadjusted estimates as input to the seasonal adjustment program. Adjusted estimates were derived beginning January 1990 instead of January 1993 because the revised 1993 unadjusted estimates can affect the computation of seasonal factors as far back as 1990.

The revision procedures were applied to specific detailed sales and inventory series. All other sales and inventory series were obtained by summing appropriate detail level estimates, thereby assuring additivity.

## REVISIONS TO PREVIOUSLY PUBLISHED DATA

### Annual Estimates

Annual estimates of sales, inventories, and purchases derived for the years 1993 through 1997 were adjusted to 1992 and 1997 Census of Retail Trade estimates<sup>1</sup>. The 1993 through 1997 annual estimates of sales, end-of-year inventories, and purchases were input to the benchmarking program and revised to—

- Equate the 1997 estimates to *preliminary* results derived from the 1997 Census of Retail Trade<sup>2</sup>.
- Link the series to the 1992 Census of Retail Trade level.
- Maintain, as best as possible, the year-to-year trends computed from estimates derived from our annual survey for the years 1993 through 1997.

### Monthly Sales

The final monthly sales sample estimates for December 1992 through December 1998 were used as input to the benchmarking program. The estimates were revised to—

- Constrain the sum of the 12 monthly estimates to equal the revised annual estimates derived for the years 1993 through 1997.
- Maintain, as best as possible, the month-to-month percent changes that were previously published.

The previously published December 1992 estimate was also used to link the revised estimates to the previously published estimates. Also, prior to implementing the benchmarking operation, corrections were applied to the estimates obtained directly from the sample for selected kinds of business.

A mathematical result of the revision methodology is that all sample estimates following the last benchmark year (1997) are revised by multiplying these estimates by the ratio of the revised-to-sample estimate for December 1997. Therefore, for specified detailed sales series, a ratio of the December 1997 revised estimate to the December 1997 input estimate was computed. Sample estimates for

<sup>1</sup>The 1992 and 1997 sales were adjusted to include an estimate for nonemployer direct sellers (SIC 5963). These estimates were obtained from the 1992 and 1997 Annual Retail Trade Surveys.

<sup>2</sup>The inventory and purchase estimates for the census years 1992 and 1997 were computed by multiplying the inventories (or purchases) obtained from the 1992 and 1997 annual surveys by the ratio of *preliminary* census sales to sales derived from the 1992 and 1997 annual surveys. The procedure was implemented because neither inventory nor purchase data were collected in the census.

months following December 1997 were multiplied by these constant ratios (called carry-forward factors) to derive revised sales estimates. The carry-forward factors remain constant until the next benchmarking.

### End-of-Month Inventories

The final end-of-month inventory sample estimates for December 1992 through December 1998 were used as input to the benchmarking program. The estimates were revised to—

- Equate the December or end-of-year inventory estimates for the years 1993 through 1997 to the revised end-of-year annual estimates.
- Maintain, as best as possible, the month-to-month percent changes that were previously published.

The previously published December 1992 estimate was also used to link the revised estimates to the previously published estimates. Also, prior to the implementation of the benchmarking operation, corrections were applied to estimates obtained directly from the sample for selected kinds of business.

For specified detailed inventory series, revised estimates subsequent to December 1997 were derived by multiplying the sample estimates by the ratio of the revised December 1997 estimate to the December 1997 sample estimate. This ratio is the carry-forward factor for inventory estimates and is constant for all series until the next benchmarking.

### REVISIONS OF SALES AND INVENTORIES : 1998

The following table shows a comparison of the revised sales and inventories estimates to the previously published estimates for 1998:

**1998 Retail Sales and Inventories Comparison of the Revised Estimates to the Previously Published Estimates**  
(Millions of dollars)

Kind of business	Revised	Previously published	Percent change
<b>SALES</b>			
<b>Total retail stores .....</b>	<b>2,746,011</b>	<b>2,695,855</b>	<b>+1.9</b>
Durable goods .....	1,138,286	1,132,492	+0.5
Building materials group.....	165,331	166,115	-0.5
Automotive dealers .....	668,658	661,391	+1.1
Furniture group.....	152,044	159,340	-4.6
Nondurable goods .....	1,607,725	1,563,363	+2.8
General merchandise group .....	351,436	353,465	-0.6
Food group .....	438,212	442,979	-1.1
Gasoline service stations .....	162,095	149,602	+8.4
Apparel group.....	126,939	123,998	+2.4
Eating and drinking places.....	266,544	247,014	+7.9
Drug and proprietary stores.....	106,713	105,706	+1.0
<b>INVENTORIES<sup>1</sup></b>			
<b>Total retail stores.....</b>	<b>335,457</b>	<b>328,296</b>	<b>+2.2</b>
Durable goods .....	181,797	179,357	+1.4
Building materials group.....	26,058	26,265	-0.8
Automotive dealers .....	99,491	96,276	+3.3
Furniture group.....	25,021	25,558	-2.1
Nondurable goods .....	153,660	148,939	+3.2
General merchandise group .....	55,921	55,540	+0.7
Food group .....	30,231	30,455	-0.7
Apparel group.....	23,320	23,035	+1.2

<sup>1</sup>End of December. Not adjusted for seasonal variations.

### Reasons for Monthly Revisions

There are several reasons for revisions. The main contributors to the revision from the previously published estimates are:

**Changes in Classification.** The sales and inventory estimates are benchmarked to *preliminary* results from the 1997 Census of Retail Trade. Changes in classification between the 1992 and 1997 censuses affect the levels of the monthly and annual estimates. The previously published estimates were benchmarked to the 1992 census, but the revised levels are benchmarked to the 1997 census. Classification differences may occur because 1) establishments previously classified in other trade areas changed to retail; 2) establishments previously classified as retail are now classified in another trade area; and 3) establishments changed classification within retail trade.

**Timing.** The respondents have more time to prepare their annual reports than they do for their monthly reports. The annual responses are requested at a time when many firms have already compiled audited book figures for their own use. The timing of the annual survey is such that it is possible to obtain independent verification of the reported data from such sources as a company's annual report. On the other hand, respondents to the monthly survey have just a few weeks to provide reports of their sales and end-of-month inventories. Sometimes these reports are based on incomplete or unaudited records or include estimates by the respondents to represent their understanding of their business.

**Sampling.** The annual sample is larger than the samples used to develop the estimates for any given month. As described in more detail in Appendix A of this report, the samples used to produce the sales estimates each month consist of certainty companies and noncertainty Employer Identification Numbers (EINs).

- The companies selected as certainty companies are those companies that had large sales in relation to other companies in their kind-of-business group.
- The initial selection of the noncertainty EINs was based on stratified random sampling, using annual sales as the measure of size for those EINs not belonging to a certainty company. The selected noncertainty EINs were assigned to one of two groups. The monthly sample canvasses one group of noncertainty EINs while both groups of noncertainty EINs are canvassed in the annual sample.
- The sample used for the end-of-month inventory estimates is a sub-sample of the monthly sales sample. The monthly inventories sample is about one-third the size of the monthly sales sample. This, combined with the differences between the annual and monthly surveys mentioned above, often results in greater revisions to inventory estimates than sales estimates.

**Response.** The annual estimates are based on more reported data than are the monthly estimates. The response to the Annual Retail Trade Survey is required by law. This requirement results in a dollar volume response rate above 90 percent. The response to the monthly survey is not mandatory. The response rates for the monthly surveys are usually around 75 percent for sales and 70 percent for inventories. The sales and inventories for the non-reported retailers are accounted for by an imputation process. This process assumes that the nonresponding firms have trends similar to the responding firms, in their respective kinds of business.

### Adjustment Factors

In addition to the benchmarking operation, new factors were developed to adjust the 1990 through 1998 estimates of monthly sales for seasonal variations as well as

trading-day and holiday differences. Unadjusted sales estimates for the months of January 1972 through May or June 1999 were used as input. New factors were developed to adjust the 1990 through 1998 end-of-month inventory estimates, using the months of December 1980 through May 1999 as input.

The seasonal adjustment program which developed the factors in this publication was the X-11 ARIMA version, developed by Statistics Canada. Using forecasting, the adjustment factors were developed for the sales of department stores (SIC 5311), variety stores (SIC 5331), and miscellaneous general merchandise stores (SIC 5399) by the version using forecasting. All other factors were calculated without forecasting.

### DEFINITION OF TERMS

Retail trade, as defined by Major Groups 52 through 59 of the 1987 Standard Industrial Classification Manual includes establishments that are engaged in the sale of merchandise for personal or household consumption and in the rendering of services that are incidental to the sale of the merchandise. Additional characteristics of retail establishments are:

- They usually operate at fixed places of business.
- They are engaged in activities to attract the general public to buy.
- They buy or receive and sell merchandise.
- They may process their products, but such processing is incidental or subordinate to selling.
- They are considered as retail in the trade.

### Sales

Sales include merchandise sold (for cash or credit at retail or wholesale) by establishments primarily engaged in retail trade. Services that are incidental to the sale of merchandise, and excise taxes that are paid by the manufacturer or wholesaler and passed along to the retailer are also included. Sales are net after deductions for refunds and allowances for merchandise returned by customers. Sales exclude sales taxes collected directly from customers and paid directly to a local, state, or federal tax agency.

The estimates of sales measure the operations receipts rendered by stores that primarily sell at retail. The sales estimates represent total sales and receipts of all establishments primarily engaged in retail trade. They do not include sales at retail by manufacturers, wholesalers, service establishments, and others whose primary activity is other than retail trade. Because the retail establishment is the basic unit of measure, the published estimates of sales by type of retail store are not intended to measure the total sales for a given commodity or merchandise line.



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## Inventories

Merchandise inventories are the value of stocks of goods held for sale through retail stores. The inventories estimates represent the value, at cost, of the merchandise available for sale as of the last day of the report period. Methods of valuation may vary according to the accounting practices of each firm. The estimates provided in this report are valued on a non-LIFO (last in, first out) basis. Note - LIFO is a method of valuing inventory where the latest items of merchandise added to the inventory are the first ones taken out. Non-LIFO would mean that another method, such as FIFO (first in, first out), was used to establish the value of the inventory available for sale. Merchandise inventories are shown for stores and warehouses servicing retail establishments. Included are only those warehouses that maintained supplies of merchandise primarily intended for distribution to retail stores within the organization.

In the Annual Retail Trade Survey, most firms reported the value of their inventories as of the close of the calendar year. Some firms, using a fiscal year rather than a calendar year for accounting purposes, valued their inventory as of some date other than the last day of the calendar year. About 26 percent of the retail inventory estimate from the Annual Retail Trade Survey was based on data reported on an end-of-fiscal year other than December 31. In the annual survey, inventories reported for a date in a month other than December were adjusted to a December 31 equivalent, based on ratios developed from the monthly inventory sample.

## Inventories/Sales Ratios

The inventories/sales ratios show the relationship of the end-of-month values of inventories to the monthly sales. These ratios can be looked at as indications of the number of months of inventory that are on hand in relation to the sales for a month. For example, a ratio of 2.5 would indicate that the retail stores have enough merchandise on hand to cover two and a half months of sales.

## Purchases

Purchases represent the total cost of merchandise that was purchased for resale during the year, whether or not payment for the merchandise was made during the year. Purchases data include cash and credit purchases made at central offices and company warehouses. The purchases, however, exclude deliveries from central offices or warehouses to retail stores owned by other companies. Those companies engaged in both manufacturing and retailing are asked to include purchases at the cost value of inter-company transfers from their plant or warehouses to their retail stores. Also, these companies are asked to include the cost of outside purchases.

## Cost of Goods Available for Sale and Cost of Goods Sold

To calculate the cost of goods available for sale, the purchases made during the year are added to the preceding year's end-of-year inventories. To calculate the cost of goods sold, the end of the current year's value of inventories are deducted from the cost of goods available for sale.

## Gross Margin

The measure of gross margin represents total sales less cost of goods sold.

## Accounts Receivable Balances

Retail accounts receivable are amounts owed to retail stores by their customers for purchases made on credit. The estimate in this publication refer to receivables outstanding as of December 31, including receivables against which the firm has borrowed. However, credit paper discounted or sold to others and amounts actually charged off as bad debts are excluded. Also excluded are amounts charged on credit cards issued by oil companies, banks, and other organizations that issue credit cards.

Charge accounts are credit accounts for which full payment is scheduled to be made at the end of the customary billing period. Installment accounts are classified as open-end or closed-end.

- Open-end installment accounts are primarily revolving or optional accounts. A deferred payment privilege is extended through a line of credit, and the customer has the option of paying the balance in full or paying in two or more installments. The payments are subject to a minimum required payment with a finance charge usually assessed.
- Closed-end installment accounts are those generally requiring a new contract to cover each extension of credit. A pre-computed finance charge is assessed at the time credit is extended. Specified fixed schedules of installment payments are established with the number, the amount of payments, and the due dates specified in the contract.

## Leased Department

Leased departments (concessions) are broadly defined as operations of one company conducted within the establishment of another company. Typical examples may include jewelry counters or optical centers within department stores.

## GAF

GAF represents sales at stores that sell merchandise normally sold in department stores. GAF includes the following kinds of retail businesses:

- General merchandise group stores (SIC 53).

- 
- Apparel and accessory stores (SIC 56).
  - Furniture group stores (SIC 57).
  - Miscellaneous shopping goods stores (SIC 594).

### **Price Changes**

The estimates presented in this publication are not adjusted for price changes.

## Detailed Tables

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**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998**

[Data in millions of dollars]

SIC code	Kind of business	1998												
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>198,479</b>	<b>195,093</b>	<b>220,426</b>	<b>225,008</b>	<b>236,370</b>	<b>234,836</b>	<b>232,611</b>	<b>231,685</b>	<b>222,104</b>	<b>234,928</b>	<b>232,852</b>	<b>281,619</b>	<b>2,746,011</b>
	Total (excl. automotive dealers) . . .	150,406	145,895	162,302	166,642	175,768	171,532	174,451	175,613	167,160	177,226	181,899	228,459	2,077,353
	<b>Durable goods, total</b> . . . . .	<b>80,133</b>	<b>80,508</b>	<b>93,356</b>	<b>95,525</b>	<b>100,397</b>	<b>103,681</b>	<b>98,245</b>	<b>95,851</b>	<b>93,393</b>	<b>97,193</b>	<b>91,559</b>	<b>108,445</b>	<b>1,138,286</b>
52	<b>Building materials group stores</b> . . . . .	<b>10,012</b>	<b>9,996</b>	<b>12,674</b>	<b>14,813</b>	<b>16,098</b>	<b>16,028</b>	<b>15,448</b>	<b>14,329</b>	<b>14,548</b>	<b>14,867</b>	<b>13,171</b>	<b>13,347</b>	<b>165,331</b>
521,3,5	Building materials, supply, hardware stores . . . . .	8,663	8,570	10,587	12,136	12,847	13,211	13,100	12,191	12,408	12,721	11,325	11,236	138,995
521,3	Building materials, supply stores . . .	7,706	7,687	9,507	10,848	11,463	11,827	11,784	10,918	11,148	11,453	10,125	9,899	124,365
525	Hardware stores . . . . .	957	883	1,080	1,288	1,384	1,384	1,316	1,273	1,260	1,268	1,200	1,337	14,630
55 excl. 554	<b>Automotive dealers</b> . . . . .	<b>48,073</b>	<b>49,198</b>	<b>58,124</b>	<b>58,366</b>	<b>60,602</b>	<b>63,304</b>	<b>58,160</b>	<b>56,072</b>	<b>54,944</b>	<b>57,702</b>	<b>50,953</b>	<b>53,160</b>	<b>668,658</b>
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	45,473	46,645	55,115	55,260	57,420	59,963	54,745	52,787	51,787	54,365	47,965	50,164	631,689
551,2	Motor vehicle dealers . . . . .	43,629	44,374	52,124	51,855	53,725	56,362	51,133	49,744	48,946	51,482	45,843	47,826	597,043
551	Motor vehicle dealers (new & used) . . .	39,935	40,217	47,605	47,463	49,378	51,643	46,590	45,304	44,866	47,027	42,148	44,131	546,307
553	Auto and home supply stores . . . . .	2,600	2,553	3,009	3,106	3,182	3,341	3,415	3,285	3,157	3,337	2,988	2,996	36,969
57	<b>Furniture group stores</b> . . . . .	<b>11,658</b>	<b>10,964</b>	<b>11,832</b>	<b>11,247</b>	<b>11,743</b>	<b>11,986</b>	<b>12,413</b>	<b>12,813</b>	<b>12,251</b>	<b>12,639</b>	<b>13,978</b>	<b>18,520</b>	<b>152,044</b>
571	Furniture and home furn. stores . . . . .	5,381	5,165	5,658	5,558	5,769	5,797	5,978	5,992	5,800	6,145	6,618	7,516	71,377
5712	Furniture stores . . . . .	3,398	3,223	3,457	3,291	3,454	3,413	3,489	3,494	3,408	3,547	3,782	3,969	41,925
5713	Floor covering stores . . . . .	888	924	1,069	1,133	1,108	1,181	1,188	1,204	1,225	1,292	1,223	1,287	13,722
5722,31, 34	Household appliance, electronics stores . . .	5,346	4,930	5,250	4,804	5,050	5,281	5,547	5,844	5,465	5,503	6,354	9,158	68,532
5722	Household appliance stores . . . . .	837	772	854	837	917	991	1,030	946	872	911	922	1,082	10,971
5731,34	Radio, TV and computer stores . . . . .	4,509	4,158	4,396	3,967	4,133	4,290	4,517	4,898	4,593	4,592	5,432	8,076	57,561
5941	Sporting goods stores and bicycle shops . .	1,394	1,420	1,768	1,835	1,954	2,134	1,990	2,049	1,702	1,605	1,682	2,840	22,373
5942	Book stores . . . . .	1,462	921	881	851	916	935	876	1,375	1,235	940	972	1,815	13,179
5944	Jewelry stores . . . . .	1,117	1,511	1,236	1,360	1,753	1,524	1,412	1,462	1,369	1,502	1,918	5,218	21,382
	<b>Nondurable goods, total</b> . . . . .	<b>118,346</b>	<b>114,585</b>	<b>127,070</b>	<b>129,483</b>	<b>135,973</b>	<b>131,155</b>	<b>134,366</b>	<b>135,834</b>	<b>128,711</b>	<b>137,735</b>	<b>141,293</b>	<b>173,174</b>	<b>1,607,725</b>
53	<b>General merchandise group stores</b> . . . . .	<b>21,966</b>	<b>22,850</b>	<b>25,886</b>	<b>27,412</b>	<b>29,214</b>	<b>27,639</b>	<b>27,217</b>	<b>28,903</b>	<b>26,500</b>	<b>29,271</b>	<b>34,787</b>	<b>49,791</b>	<b>351,436</b>
531	Dept. stores (excl. leased depts.) . . . . .	17,029	17,910	20,322	21,630	23,038	21,502	21,193	22,830	20,665	22,864	27,587	40,127	276,697
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	17,365	18,282	20,761	22,120	23,539	21,960	21,633	23,311	21,079	23,324	28,143	40,890	282,407
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	2,941	3,500	3,986	4,095	4,371	3,880	3,816	4,366	3,995	4,276	5,421	8,931	53,578
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	11,744	12,054	13,594	14,698	15,721	14,872	14,636	15,365	14,045	15,513	18,365	25,342	185,949
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,680	2,728	3,181	3,327	3,447	3,208	3,181	3,580	3,039	3,535	4,357	6,617	42,880
533	Variety stores . . . . .	683	763	840	888	921	869	899	893	860	1,015	1,152	1,697	11,480
539	Misc. general merchandise stores . . . . .	4,254	4,177	4,724	4,894	5,255	5,268	5,125	5,180	4,975	5,392	6,048	7,967	63,259
54	<b>Food group stores</b> . . . . .	<b>35,142</b>	<b>32,263</b>	<b>35,235</b>	<b>35,762</b>	<b>37,577</b>	<b>36,198</b>	<b>38,293</b>	<b>37,336</b>	<b>35,967</b>	<b>37,388</b>	<b>36,396</b>	<b>40,655</b>	<b>438,212</b>
541	Grocery stores . . . . .	33,431	30,514	33,349	33,746	35,566	34,242	36,300	35,396	34,077	35,416	34,501	38,129	414,667
542	Meat, fish (seafood) markets . . . . .	424	408	457	512	502	490	520	492	477	483	479	629	5,873
546	Retail bakeries . . . . .	516	499	541	545	560	556	541	547	535	587	558	650	6,635
554	<b>Gasoline service stations</b> . . . . .	<b>12,880</b>	<b>11,916</b>	<b>13,011</b>	<b>13,310</b>	<b>14,271</b>	<b>14,313</b>	<b>14,716</b>	<b>14,288</b>	<b>13,404</b>	<b>13,841</b>	<b>12,844</b>	<b>13,301</b>	<b>162,095</b>
56	<b>Apparel and accessory stores</b> . . . . .	<b>7,650</b>	<b>7,936</b>	<b>9,553</b>	<b>10,383</b>	<b>10,413</b>	<b>9,844</b>	<b>10,119</b>	<b>11,423</b>	<b>9,778</b>	<b>10,816</b>	<b>11,870</b>	<b>17,154</b>	<b>126,939</b>
561	Men's and boys' clothing stores . . . . .	741	670	768	886	883	868	812	907	820	945	1,048	1,574	10,922
562,3	Women's clothing, accessory stores . . . . .	2,170	2,188	2,595	2,931	2,994	2,712	2,668	2,783	2,618	2,833	3,063	4,775	34,330
562	Women's ready-to-wear stores . . . . .	1,712	1,749	2,168	2,471	2,470	2,210	2,175	2,275	2,190	2,364	2,470	3,544	27,798
565	Family clothing stores . . . . .	2,747	2,847	3,525	3,775	3,843	3,729	3,986	4,452	3,717	4,339	5,068	7,281	49,309
566	Shoe stores . . . . .	1,305	1,454	1,697	1,849	1,853	1,744	1,793	2,164	1,624	1,708	1,708	2,328	21,227
58	<b>Eating and drinking places</b> . . . . .	<b>20,042</b>	<b>19,719</b>	<b>21,906</b>	<b>21,780</b>	<b>23,389</b>	<b>22,734</b>	<b>23,314</b>	<b>23,460</b>	<b>21,978</b>	<b>23,385</b>	<b>21,742</b>	<b>23,095</b>	<b>266,544</b>
5812	Eating places . . . . .	18,890	18,578	20,645	20,590	22,141	21,508	22,004	22,178	20,764	22,085	20,564	21,856	251,803
5812 pt.	Restaurants, lunchrooms, cafeterias . . . . .	10,820	10,809	11,849	11,697	12,426	12,181	12,497	12,606	11,778	12,511	11,620	12,359	143,153
5812 pt.	Refreshment places . . . . .	7,830	7,509	8,482	8,563	9,287	8,874	9,186	9,229	8,557	9,117	8,535	9,042	104,211
5813	Drinking places (alcoholic bev.) . . . . .	1,152	1,141	1,261	1,190	1,248	1,226	1,310	1,282	1,214	1,300	1,178	1,239	14,741
591	Drug and proprietary stores . . . . .	8,485	8,126	8,630	8,752	8,848	8,652	8,743	8,718	8,556	9,033	8,936	11,234	106,713
592	Liquor stores . . . . .	1,826	1,745	1,865	1,931	2,105	2,028	2,177	2,092	2,011	2,148	2,149	3,037	25,114
596	Nonstore retailers <sup>2</sup> . . . . .	6,862	6,638	7,768	7,341	7,337	7,288	7,391	7,236	7,901	8,895	9,502	10,993	95,152
5961	Total mail order . . . . .	5,289	4,968	5,908	5,529	5,584	5,354	5,517	5,438	6,086	6,835	7,551	9,101	73,160
598	Fuel dealers . . . . .	2,134	1,811	1,765	1,247	995	924	883	875	1,022	1,255	1,415	1,816	16,142
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>47,773</b>	<b>48,315</b>	<b>54,044</b>	<b>56,017</b>	<b>58,997</b>	<b>57,058</b>	<b>57,088</b>	<b>61,032</b>	<b>55,848</b>	<b>60,159</b>	<b>69,645</b>	<b>103,202</b>	<b>729,178</b>
594	Misc. shopping goods stores . . . . .	6,499	6,565	6,773	6,975	7,627	7,589	7,339	7,893	7,319	7,433	9,010	17,737	98,759

See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1998												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>223,038</b>	<b>224,158</b>	<b>224,508</b>	<b>226,659</b>	<b>228,631</b>	<b>229,520</b>	<b>228,189</b>	<b>228,410</b>	<b>229,283</b>	<b>232,379</b>	<b>234,504</b>	<b>236,786</b>	
	Total (excl. automotive dealers) . .	168,879	169,861	170,113	171,091	172,474	172,591	173,686	173,853	173,983	175,484	176,889	178,008	
	<b>Durable goods, total . . . . .</b>	<b>92,538</b>	<b>92,576</b>	<b>92,689</b>	<b>93,990</b>	<b>94,915</b>	<b>95,671</b>	<b>93,620</b>	<b>93,774</b>	<b>94,545</b>	<b>96,724</b>	<b>97,782</b>	<b>99,500</b>	
<b>52</b>	<b>Building materials group stores . . . . .</b>	<b>13,320</b>	<b>13,300</b>	<b>13,519</b>	<b>13,611</b>	<b>13,757</b>	<b>13,572</b>	<b>13,775</b>	<b>13,678</b>	<b>13,790</b>	<b>13,991</b>	<b>14,296</b>	<b>14,583</b>	
521,3	Building materials, supply stores . . . .	9,982	9,970	10,039	10,195	10,189	10,213	10,392	10,359	10,497	10,565	10,864	11,085	
525	Hardware stores . . . . .	1,134	1,170	1,219	1,220	1,214	1,213	1,214	1,241	1,271	1,224	1,235	1,266	
<b>55 excl. 554</b>	<b>Automotive dealers . . . . .</b>	<b>54,159</b>	<b>54,297</b>	<b>54,395</b>	<b>55,568</b>	<b>56,157</b>	<b>56,929</b>	<b>54,503</b>	<b>54,557</b>	<b>55,300</b>	<b>56,895</b>	<b>57,615</b>	<b>58,778</b>	
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	51,208	51,258	51,365	52,529	53,068	53,827	51,404	51,449	52,205	53,773	54,506	55,614	
553	Auto and home supply stores . . . . .	2,951	3,039	3,030	3,039	3,089	3,102	3,099	3,108	3,095	3,122	3,109	3,164	
<b>57</b>	<b>Furniture group stores . . . . .</b>	<b>12,419</b>	<b>12,479</b>	<b>12,404</b>	<b>12,368</b>	<b>12,457</b>	<b>12,568</b>	<b>12,727</b>	<b>12,761</b>	<b>12,778</b>	<b>12,839</b>	<b>12,969</b>	<b>13,151</b>	
571	Furniture and home furn. stores . . . . .	5,874	5,930	5,875	5,894	5,881	5,885	5,942	5,886	5,937	6,001	6,077	6,196	
5722,31, 34	Household appliance, electronics stores	5,523	5,552	5,532	5,459	5,556	5,660	5,772	5,850	5,801	5,780	5,900	5,970	
	<b>Nondurable goods, total . . . . .</b>	<b>130,500</b>	<b>131,582</b>	<b>131,819</b>	<b>132,669</b>	<b>133,716</b>	<b>133,849</b>	<b>134,569</b>	<b>134,636</b>	<b>134,738</b>	<b>135,655</b>	<b>136,722</b>	<b>137,286</b>	
<b>53</b>	<b>General merchandise group stores . . .</b>	<b>28,300</b>	<b>28,654</b>	<b>28,619</b>	<b>28,996</b>	<b>29,221</b>	<b>29,219</b>	<b>29,185</b>	<b>29,283</b>	<b>29,535</b>	<b>29,739</b>	<b>30,169</b>	<b>30,129</b>	See note 5
531	Dept. stores (excl. leased depts.) . . . .	22,348	22,642	22,530	22,865	23,084	22,997	22,986	23,061	23,193	23,354	23,639	23,730	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	22,780	23,132	23,028	23,410	23,541	23,433	23,471	23,550	23,660	23,807	24,098	24,228	
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	4,476	4,510	4,459	4,515	4,511	4,465	4,505	4,442	4,405	4,408	4,454	4,508	
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	14,735	14,955	14,971	15,263	15,398	15,380	15,439	15,567	15,746	15,846	16,081	16,141	
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	3,569	3,667	3,598	3,632	3,632	3,588	3,527	3,541	3,509	3,553	3,563	3,579	
533	Variety stores . . . . .	918	918	921	919	929	943	937	936	952	993	1,037	1,009	
539	Misc. general merchandise stores . . . .	5,034	5,094	5,168	5,212	5,208	5,279	5,262	5,286	5,390	5,392	5,493	5,390	
<b>54</b>	<b>Food group stores . . . . .</b>	<b>35,613</b>	<b>35,819</b>	<b>35,964</b>	<b>36,264</b>	<b>36,363</b>	<b>36,523</b>	<b>36,657</b>	<b>36,867</b>	<b>36,755</b>	<b>36,928</b>	<b>37,111</b>	<b>37,390</b>	
541	Grocery stores . . . . .	33,701	33,867	33,995	34,260	34,397	34,553	34,670	34,907	34,772	34,962	35,169	35,436	
<b>554</b>	<b>Gasoline service stations . . . . .</b>	<b>13,702</b>	<b>13,603</b>	<b>13,441</b>	<b>13,458</b>	<b>13,578</b>	<b>13,567</b>	<b>13,753</b>	<b>13,454</b>	<b>13,431</b>	<b>13,412</b>	<b>13,365</b>	<b>13,449</b>	
<b>56</b>	<b>Apparel and accessory stores . . . . .</b>	<b>10,359</b>	<b>10,503</b>	<b>10,565</b>	<b>10,664</b>	<b>10,613</b>	<b>10,565</b>	<b>10,717</b>	<b>10,633</b>	<b>10,333</b>	<b>10,575</b>	<b>10,699</b>	<b>10,703</b>	
561	Men's and boys' clothing stores . . . . .	867	875	906	932	909	935	930	940	911	917	918	895	
562,3	Women's clothing, accessory stores . .	2,913	2,849	2,852	2,899	2,882	2,813	2,909	2,834	2,770	2,799	2,881	2,931	
566	Shoe stores . . . . .	1,756	1,815	1,792	1,761	1,770	1,755	1,788	1,787	1,683	1,783	1,768	1,792	
<b>58</b>	<b>Eating and drinking places . . . . .</b>	<b>21,574</b>	<b>21,765</b>	<b>21,862</b>	<b>21,824</b>	<b>22,044</b>	<b>22,158</b>	<b>22,078</b>	<b>22,111</b>	<b>22,404</b>	<b>22,726</b>	<b>22,959</b>	<b>23,141</b>	
591	Drug and proprietary stores . . . . .	8,579	8,608	8,630	8,743	8,813	8,811	8,912	9,006	9,044	9,088	9,231	9,223	
592	Liquor stores . . . . .	2,036	2,082	2,045	2,048	2,062	2,022	2,058	2,080	2,115	2,127	2,171	2,231	
5961	Total mail order . . . . .	5,755	5,893	5,944	5,971	6,204	5,989	6,255	6,258	6,217	6,191	6,230	6,272	
<b>53,56, 57,594</b>	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>59,151</b>	<b>59,925</b>	<b>59,828</b>	<b>60,244</b>	<b>60,627</b>	<b>60,692</b>	<b>60,847</b>	<b>60,856</b>	<b>60,888</b>	<b>61,421</b>	<b>62,043</b>	<b>62,214</b>	

See footnotes at end of table.



**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1997												
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
	<b>Unadjusted</b>													
	<b>Retail sales, total . . . . .</b>	<b>191,430</b>	<b>188,803</b>	<b>215,770</b>	<b>210,561</b>	<b>224,921</b>	<b>217,884</b>	<b>222,040</b>	<b>226,032</b>	<b>212,931</b>	<b>222,035</b>	<b>220,005</b>	<b>263,257</b>	<b>2,615,669</b>
	Total (excl. automotive dealers) . . .	144,669	140,293	159,820	156,115	168,759	162,181	165,384	169,746	159,878	168,323	173,137	214,479	1,982,784
	<b>Durable goods, total . . . . .</b>	<b>76,010</b>	<b>77,382</b>	<b>88,809</b>	<b>88,762</b>	<b>93,311</b>	<b>92,136</b>	<b>93,497</b>	<b>93,118</b>	<b>88,798</b>	<b>90,178</b>	<b>84,390</b>	<b>99,696</b>	<b>1,066,087</b>
52	<b>Building materials group stores . . . . .</b>	<b>9,247</b>	<b>9,278</b>	<b>11,598</b>	<b>13,544</b>	<b>14,862</b>	<b>14,239</b>	<b>14,151</b>	<b>13,118</b>	<b>13,435</b>	<b>13,589</b>	<b>11,693</b>	<b>11,728</b>	<b>150,482</b>
521,3,5	Building materials, supply, hardware stores . . . . .	8,116	8,082	9,950	11,367	12,467	11,844	12,114	11,222	11,422	11,717	10,059	9,866	128,226
521,3	Building materials, supply stores . . .	7,108	7,197	8,917	10,156	11,120	10,534	10,832	9,994	10,248	10,471	8,922	8,688	114,187
525	Hardware stores . . . . .	1,008	885	1,033	1,211	1,347	1,310	1,282	1,228	1,174	1,246	1,137	1,178	14,039
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>46,761</b>	<b>48,510</b>	<b>55,950</b>	<b>54,446</b>	<b>56,162</b>	<b>55,703</b>	<b>56,656</b>	<b>56,286</b>	<b>53,053</b>	<b>53,712</b>	<b>46,868</b>	<b>48,778</b>	<b>632,885</b>
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	44,112	46,028	53,010	51,440	53,042	52,566	53,314	53,014	50,010	50,524	44,008	46,001	597,069
551,2	Motor vehicle dealers . . . . .	42,434	43,986	50,180	48,344	49,823	49,423	50,307	50,107	47,538	48,141	42,141	44,074	566,498
551	Motor vehicle dealers (new & used) . . .	38,966	40,047	45,978	44,120	45,696	45,232	46,146	46,162	43,729	44,260	38,812	40,675	519,823
553	Auto and home supply stores . . . . .	2,649	2,482	2,940	3,006	3,120	3,137	3,342	3,272	3,043	3,188	2,860	2,777	35,816
57	<b>Furniture group stores . . . . .</b>	<b>10,440</b>	<b>9,954</b>	<b>10,969</b>	<b>10,619</b>	<b>11,165</b>	<b>10,920</b>	<b>11,368</b>	<b>11,909</b>	<b>11,370</b>	<b>11,732</b>	<b>13,087</b>	<b>17,243</b>	<b>140,776</b>
571	Furniture and home furn. stores . . . . .	4,962	4,727	5,310	5,247	5,602	5,391	5,603	5,844	5,573	5,829	6,340	7,109	67,537
5712	Furniture stores . . . . .	3,088	2,952	3,206	3,089	3,360	3,184	3,244	3,473	3,278	3,412	3,694	3,896	39,876
5713	Floor covering stores . . . . .	918	868	1,018	1,050	1,059	1,076	1,073	1,054	1,108	1,146	1,073	1,070	12,513
5722,31, 34	Household appliance, electronics stores . . .	4,649	4,409	4,768	4,568	4,704	4,706	4,944	5,143	4,895	4,985	5,730	8,234	61,735
5722	Household appliance stores . . . . .	797	742	831	813	863	943	995	908	846	875	918	1,080	10,611
5731,34	Radio, TV and computer stores . . . . .	3,852	3,667	3,937	3,755	3,841	3,763	3,949	4,235	4,049	4,110	4,812	7,154	51,124
5941	Sporting goods stores and bicycle shops . .	1,349	1,343	1,625	1,729	1,791	1,973	1,847	1,964	1,600	1,528	1,663	2,861	21,273
5942	Book stores . . . . .	1,553	822	810	803	890	872	827	1,296	1,154	921	992	1,761	12,701
5944	Jewelry stores . . . . .	1,043	1,413	1,185	1,269	1,600	1,342	1,323	1,360	1,344	1,407	1,814	4,694	19,794
	<b>Nondurable goods, total . . . . .</b>	<b>115,420</b>	<b>111,421</b>	<b>126,961</b>	<b>121,799</b>	<b>131,610</b>	<b>125,748</b>	<b>128,543</b>	<b>132,914</b>	<b>124,133</b>	<b>131,857</b>	<b>135,615</b>	<b>163,561</b>	<b>1,549,582</b>
53	<b>General merchandise group stores . . . . .</b>	<b>20,820</b>	<b>21,360</b>	<b>25,468</b>	<b>24,250</b>	<b>27,253</b>	<b>26,126</b>	<b>25,594</b>	<b>27,880</b>	<b>24,643</b>	<b>27,644</b>	<b>32,751</b>	<b>46,427</b>	<b>330,216</b>
531	Dept. stores (excl. leased depts.) . . . . .	16,028	16,569	20,038	18,979	21,330	20,392	19,847	22,000	19,298	21,713	26,183	37,608	259,985
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	16,341	16,897	20,457	19,393	21,790	20,841	20,279	22,494	19,721	22,183	26,767	38,384	265,547
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	2,862	3,355	4,037	3,782	4,276	3,878	3,662	4,446	4,025	4,431	5,526	8,816	53,096
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	10,674	10,869	13,124	12,491	14,109	13,672	13,348	14,362	12,550	14,143	16,805	22,925	169,072
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,805	2,673	3,296	3,120	3,405	3,291	3,269	3,686	3,146	3,609	4,436	6,643	43,379
533	Variety stores . . . . .	677	769	916	783	901	848	892	972	880	950	1,049	1,483	11,120
539	Misc. general merchandise stores . . . . .	4,115	4,022	4,514	4,488	5,022	4,886	4,855	4,908	4,465	4,981	5,519	7,336	59,111
54	<b>Food group stores . . . . .</b>	<b>34,536</b>	<b>31,798</b>	<b>35,822</b>	<b>33,960</b>	<b>36,865</b>	<b>34,793</b>	<b>36,676</b>	<b>36,555</b>	<b>34,436</b>	<b>35,857</b>	<b>35,550</b>	<b>38,322</b>	<b>425,170</b>
541	Grocery stores . . . . .	32,865	30,120	33,917	32,184	34,957	32,948	34,813	34,628	32,625	33,942	33,682	35,859	402,540
542	Meat, fish (seafood) markets . . . . .	425	386	462	415	472	484	488	495	476	466	455	616	5,640
546	Retail bakeries . . . . .	539	550	584	585	625	572	552	587	548	597	600	647	6,986
554	<b>Gasoline service stations . . . . .</b>	<b>13,691</b>	<b>12,827</b>	<b>14,201</b>	<b>14,124</b>	<b>14,871</b>	<b>14,745</b>	<b>15,033</b>	<b>15,298</b>	<b>14,497</b>	<b>14,773</b>	<b>13,629</b>	<b>13,838</b>	<b>171,527</b>
56	<b>Apparel and accessory stores . . . . .</b>	<b>7,155</b>	<b>7,423</b>	<b>9,650</b>	<b>8,877</b>	<b>9,925</b>	<b>9,327</b>	<b>9,416</b>	<b>11,114</b>	<b>9,599</b>	<b>10,233</b>	<b>11,428</b>	<b>16,428</b>	<b>120,575</b>
561	Men's and boys' clothing stores . . . . .	697	634	745	715	809	794	740	851	767	879	999	1,493	10,123
562,3	Women's clothing, accessory stores . . . . .	2,111	2,220	2,803	2,677	2,974	2,718	2,576	2,827	2,688	2,828	3,074	4,726	34,222
562	Women's ready-to-wear stores . . . . .	1,743	1,861	2,416	2,286	2,492	2,255	2,152	2,386	2,309	2,397	2,522	3,600	28,419
565	Family clothing stores . . . . .	2,510	2,566	3,427	3,172	3,571	3,434	3,618	4,235	3,582	3,995	4,730	6,726	45,566
566	Shoe stores . . . . .	1,244	1,389	1,850	1,616	1,836	1,719	1,721	2,134	1,648	1,634	1,718	2,293	20,802
58	<b>Eating and drinking places . . . . .</b>	<b>19,068</b>	<b>18,868</b>	<b>21,114</b>	<b>20,834</b>	<b>22,376</b>	<b>21,564</b>	<b>22,386</b>	<b>23,012</b>	<b>21,045</b>	<b>21,719</b>	<b>20,344</b>	<b>21,221</b>	<b>253,551</b>
5812	Eating places . . . . .	18,018	17,869	20,015	19,744	21,234	20,470	21,206	21,790	19,924	20,515	19,215	20,075	240,075
5812 pt.	Restaurants, lunchrooms, cafeterias . . . . .	10,153	10,088	11,194	10,888	11,642	11,043	11,765	12,298	11,176	11,560	10,857	11,438	134,102
5812 pt.	Refreshment places . . . . .	7,632	7,595	8,619	8,616	9,332	9,090	9,204	9,245	8,360	8,615	8,048	8,291	102,647
5813	Drinking places (alcoholic bev.) . . . . .	1,050	999	1,099	1,090	1,142	1,094	1,180	1,222	1,121	1,204	1,129	1,146	13,476
591	Drug and proprietary stores . . . . .	7,944	7,671	8,392	7,944	8,359	8,019	8,109	8,042	7,964	8,328	8,150	10,379	99,301
592	Liquor stores . . . . .	1,717	1,631	1,865	1,828	2,073	2,012	2,107	2,086	1,894	2,049	2,076	2,809	24,147
596	Nonstore retailers <sup>2</sup> . . . . .	6,441	6,287	7,298	7,117	6,982	6,820	6,865	6,506	7,467	8,259	8,508	10,019	88,569
5961	Total mail order . . . . .	4,629	4,193	5,146	5,069	4,908	4,762	4,758	4,694	5,565	6,167	6,546	8,187	64,624
598	Fuel dealers . . . . .	2,800	2,109	1,775	1,459	1,170	968	971	1,034	1,159	1,457	1,673	2,229	18,804
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>44,672</b>	<b>44,902</b>	<b>52,629</b>	<b>50,247</b>	<b>55,503</b>	<b>53,359</b>	<b>53,283</b>	<b>58,489</b>	<b>52,573</b>	<b>56,693</b>	<b>66,159</b>	<b>97,068</b>	<b>685,577</b>
594	Misc. shopping goods stores . . . . .	6,257	6,165	6,542	6,501	7,160	6,986	6,905	7,586	6,961	7,084	8,893	16,970	94,010

See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1997												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>215,250</b>	<b>217,338</b>	<b>217,731</b>	<b>215,044</b>	<b>213,890</b>	<b>216,311</b>	<b>218,992</b>	<b>220,627</b>	<b>220,430</b>	<b>219,841</b>	<b>220,740</b>	<b>221,660</b>	
	Total (excl. automotive dealers) . .	162,915	163,688	164,731	163,200	163,491	164,563	165,808	166,322	167,031	167,191	167,524	167,305	
	<b>Durable goods, total . . . . .</b>	<b>87,435</b>	<b>89,191</b>	<b>88,772</b>	<b>87,594</b>	<b>85,935</b>	<b>87,557</b>	<b>89,260</b>	<b>90,423</b>	<b>89,863</b>	<b>89,367</b>	<b>90,312</b>	<b>91,578</b>	
52	<b>Building materials group stores . . . . .</b>	<b>12,224</b>	<b>12,378</b>	<b>12,572</b>	<b>12,485</b>	<b>12,423</b>	<b>12,518</b>	<b>12,566</b>	<b>12,503</b>	<b>12,689</b>	<b>12,742</b>	<b>12,746</b>	<b>12,862</b>	
521,3	Building materials, supply stores . . . .	9,195	9,371	9,547	9,527	9,570	9,465	9,518	9,446	9,596	9,642	9,604	9,740	
525	Hardware stores . . . . .	1,199	1,174	1,149	1,149	1,158	1,172	1,195	1,195	1,188	1,207	1,159	1,106	
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>52,335</b>	<b>53,650</b>	<b>53,000</b>	<b>51,844</b>	<b>50,399</b>	<b>51,748</b>	<b>53,184</b>	<b>54,305</b>	<b>53,399</b>	<b>52,650</b>	<b>53,216</b>	<b>54,355</b>	
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	49,342	50,692	50,009	48,897	47,444	48,763	50,154	51,221	50,413	49,679	50,237	51,398	
553	Auto and home supply stores . . . . .	2,993	2,958	2,991	2,947	2,955	2,985	3,030	3,084	2,986	2,971	2,979	2,957	
57	<b>Furniture group stores . . . . .</b>	<b>11,229</b>	<b>11,421</b>	<b>11,478</b>	<b>11,648</b>	<b>11,635</b>	<b>11,632</b>	<b>11,729</b>	<b>11,869</b>	<b>11,806</b>	<b>11,900</b>	<b>12,098</b>	<b>12,215</b>	
571	Furniture and home furn. stores . . . . .	5,447	5,477	5,497	5,547	5,602	5,587	5,609	5,718	5,675	5,698	5,801	5,846	
5722,31, 34	Household appliance, electronics stores	4,863	5,005	5,035	5,173	5,091	5,115	5,177	5,195	5,164	5,214	5,315	5,354	
	<b>Nondurable goods, total . . . . .</b>	<b>127,815</b>	<b>128,147</b>	<b>128,959</b>	<b>127,450</b>	<b>127,955</b>	<b>128,754</b>	<b>129,732</b>	<b>130,204</b>	<b>130,567</b>	<b>130,474</b>	<b>130,428</b>	<b>130,082</b>	
53	<b>General merchandise group stores . . .</b>	<b>27,102</b>	<b>27,101</b>	<b>27,330</b>	<b>26,581</b>	<b>27,190</b>	<b>27,392</b>	<b>27,726</b>	<b>27,896</b>	<b>27,781</b>	<b>28,051</b>	<b>28,067</b>	<b>28,054</b>	See note 5
531	Dept. stores (excl. leased depts.) . . . .	21,257	21,242	21,523	20,810	21,373	21,556	21,786	21,934	21,880	22,134	22,189	22,201	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	21,629	21,643	22,046	21,297	21,812	22,050	22,251	22,430	22,342	22,616	22,654	22,691	
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	4,363	4,374	4,393	4,347	4,404	4,422	4,412	4,473	4,448	4,517	4,511	4,457	
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	13,546	13,637	13,991	13,460	13,805	14,008	14,170	14,333	14,278	14,476	14,525	14,630	
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	3,720	3,632	3,662	3,490	3,603	3,620	3,669	3,624	3,616	3,623	3,618	3,604	
533	Variety stores . . . . .	917	936	938	887	889	911	945	1,004	984	936	937	896	
539	Misc. general merchandise stores . . . .	4,928	4,923	4,869	4,884	4,928	4,925	4,995	4,958	4,917	4,981	4,941	4,957	
54	<b>Food group stores . . . . .</b>	<b>35,232</b>	<b>35,271</b>	<b>35,685</b>	<b>35,167</b>	<b>35,216</b>	<b>35,189</b>	<b>35,380</b>	<b>35,473</b>	<b>35,718</b>	<b>35,678</b>	<b>35,753</b>	<b>35,579</b>	
541	Grocery stores . . . . .	33,365	33,392	33,782	33,317	33,356	33,314	33,506	33,554	33,808	33,773	33,851	33,670	
554	<b>Gasoline service stations . . . . .</b>	<b>14,596</b>	<b>14,626</b>	<b>14,701</b>	<b>14,281</b>	<b>14,029</b>	<b>14,110</b>	<b>14,155</b>	<b>14,324</b>	<b>14,425</b>	<b>14,357</b>	<b>14,212</b>	<b>13,964</b>	
56	<b>Apparel and accessory stores . . . . .</b>	<b>9,818</b>	<b>9,863</b>	<b>9,906</b>	<b>9,774</b>	<b>9,899</b>	<b>10,023</b>	<b>10,175</b>	<b>10,266</b>	<b>10,158</b>	<b>10,111</b>	<b>10,233</b>	<b>10,263</b>	
561	Men's and boys' clothing stores . . . .	825	827	821	811	827	836	872	878	853	863	866	853	
562,3	Women's clothing, accessory stores . .	2,888	2,898	2,881	2,800	2,800	2,846	2,850	2,870	2,850	2,820	2,852	2,894	
566	Shoe stores . . . . .	1,704	1,752	1,752	1,706	1,711	1,749	1,744	1,741	1,717	1,729	1,742	1,776	
58	<b>Eating and drinking places . . . . .</b>	<b>20,771</b>	<b>20,895</b>	<b>20,946</b>	<b>20,960</b>	<b>20,971</b>	<b>21,100</b>	<b>21,279</b>	<b>21,407</b>	<b>21,474</b>	<b>21,377</b>	<b>21,236</b>	<b>21,435</b>	
591	Drug and proprietary stores . . . . .	8,049	8,152	8,179	8,181	8,171	8,293	8,308	8,291	8,419	8,387	8,463	8,459	
592	Liquor stores . . . . .	1,949	1,951	1,976	1,976	1,993	2,039	2,018	2,017	2,013	2,068	2,053	2,079	
5961	Total mail order . . . . .	4,988	5,052	5,333	5,410	5,346	5,557	5,475	5,445	5,593	5,536	5,460	5,487	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>55,970</b>	<b>56,209</b>	<b>56,493</b>	<b>55,845</b>	<b>56,440</b>	<b>56,870</b>	<b>57,388</b>	<b>57,788</b>	<b>57,611</b>	<b>57,968</b>	<b>58,446</b>	<b>58,425</b>	

See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1996												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>177,259</b>	<b>184,487</b>	<b>204,139</b>	<b>203,496</b>	<b>218,902</b>	<b>209,761</b>	<b>209,910</b>	<b>217,519</b>	<b>200,917</b>	<b>213,341</b>	<b>215,784</b>	<b>250,626</b>	<b>2,506,141</b>
	Total (excl. automotive dealers) . . .	133,821	136,415	149,955	150,960	162,363	156,368	156,483	163,693	151,253	160,852	169,228	205,969	1,897,360
	<b>Durable goods, total</b> . . . . .	<b>70,610</b>	<b>75,510</b>	<b>84,868</b>	<b>85,451</b>	<b>92,878</b>	<b>88,566</b>	<b>88,509</b>	<b>89,745</b>	<b>82,812</b>	<b>87,233</b>	<b>82,748</b>	<b>91,931</b>	<b>1,020,861</b>
52	<b>Building materials group stores</b> . . . . .	<b>8,477</b>	<b>8,665</b>	<b>10,311</b>	<b>12,618</b>	<b>14,105</b>	<b>13,665</b>	<b>13,448</b>	<b>13,024</b>	<b>12,321</b>	<b>12,992</b>	<b>11,452</b>	<b>10,857</b>	<b>141,935</b>
521,3,5	Building materials, supply, hardware stores . . . . .	7,514	7,669	8,967	10,511	11,699	11,307	11,492	11,111	10,402	11,097	9,941	9,138	120,848
521,3	Building materials, supply stores . . .	6,536	6,748	7,937	9,258	10,328	9,998	10,248	9,922	9,316	9,906	8,759	7,903	106,859
525	Hardware stores . . . . .	978	921	1,030	1,253	1,371	1,309	1,244	1,189	1,086	1,191	1,182	1,235	13,989
55 excl. 554	<b>Automotive dealers</b> . . . . .	<b>43,438</b>	<b>48,072</b>	<b>54,184</b>	<b>52,536</b>	<b>56,539</b>	<b>53,393</b>	<b>53,427</b>	<b>53,826</b>	<b>49,664</b>	<b>52,489</b>	<b>46,556</b>	<b>44,657</b>	<b>608,781</b>
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	40,893	45,523	51,316	49,559	53,425	50,328	50,249	50,651	46,750	49,281	43,661	41,921	573,557
551,2	Motor vehicle dealers . . . . .	39,383	43,679	49,007	46,781	50,411	47,333	47,550	47,672	44,599	47,114	41,861	40,211	545,601
551	Motor vehicle dealers (new & used) . . .	36,442	40,145	44,865	42,810	46,595	43,712	43,895	44,077	41,300	43,500	38,516	37,125	502,982
553	Auto and home supply stores . . . . .	2,545	2,549	2,868	2,977	3,114	3,065	3,178	3,175	2,914	3,208	2,895	2,736	35,224
57	<b>Furniture group stores</b> . . . . .	<b>10,077</b>	<b>9,806</b>	<b>10,798</b>	<b>10,332</b>	<b>10,794</b>	<b>10,671</b>	<b>10,808</b>	<b>11,466</b>	<b>10,862</b>	<b>11,329</b>	<b>12,513</b>	<b>15,693</b>	<b>135,149</b>
571	Furniture and home furn. stores . . . . .	4,570	4,565	5,138	5,017	5,280	5,177	5,373	5,559	5,216	5,568	6,047	6,377	63,887
5712	Furniture stores . . . . .	2,775	2,839	3,129	2,987	3,114	3,040	3,082	3,218	3,055	3,174	3,474	3,483	37,370
5713	Floor covering stores . . . . .	890	817	963	1,036	1,045	1,039	1,126	1,089	1,010	1,094	1,014	1,014	12,137
5722,31, 34	Household appliance, electronics stores . . . . .	4,667	4,377	4,730	4,469	4,631	4,611	4,590	4,982	4,784	4,918	5,464	7,569	59,792
5722	Household appliance stores . . . . .	759	709	796	814	870	867	869	915	833	873	963	1,123	10,391
5731,34	Radio, TV and computer stores . . . . .	3,908	3,668	3,934	3,655	3,761	3,744	3,721	4,067	3,951	4,045	4,501	6,446	49,401
5941	Sporting goods stores and bicycle shops . .	1,332	1,312	1,654	1,707	1,780	1,902	1,840	2,000	1,602	1,460	1,618	2,689	20,896
5942	Book stores . . . . .	1,371	756	741	748	852	836	785	1,356	1,037	896	904	1,593	11,875
5944	Jewelry stores . . . . .	1,045	1,442	1,319	1,361	1,771	1,411	1,378	1,480	1,335	1,465	1,846	4,500	20,353
	<b>Nondurable goods, total</b> . . . . .	<b>106,649</b>	<b>108,977</b>	<b>119,271</b>	<b>118,045</b>	<b>126,024</b>	<b>121,195</b>	<b>121,401</b>	<b>127,774</b>	<b>118,105</b>	<b>126,108</b>	<b>133,036</b>	<b>158,695</b>	<b>1,485,280</b>
53	<b>General merchandise group stores</b> . . . . .	<b>18,705</b>	<b>20,617</b>	<b>23,388</b>	<b>23,528</b>	<b>25,965</b>	<b>24,937</b>	<b>23,776</b>	<b>26,471</b>	<b>23,853</b>	<b>26,034</b>	<b>31,114</b>	<b>44,954</b>	<b>313,342</b>
531	Dept. stores (excl. leased depts.) . . . . .	14,311	15,869	18,157	18,343	20,145	19,280	18,339	20,685	18,640	20,227	24,642	36,145	244,783
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	14,636	16,255	18,597	18,788	20,593	19,688	18,723	21,136	19,034	20,657	25,190	36,799	250,096
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	2,625	3,405	3,924	3,842	4,158	3,760	3,473	4,319	4,024	4,222	5,377	8,672	51,801
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	9,511	10,237	11,587	11,818	13,102	12,718	12,092	13,134	11,763	12,849	15,344	21,300	155,455
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,500	2,613	3,086	3,128	3,333	3,210	3,158	3,683	3,247	3,586	4,469	6,827	42,840
533	Variety stores . . . . .	588	710	804	812	892	822	814	879	774	890	973	1,523	10,481
539	Misc. general merchandise stores . . . . .	3,806	4,038	4,427	4,373	4,928	4,835	4,623	4,907	4,439	4,917	5,499	7,286	58,078
54	<b>Food group stores</b> . . . . .	<b>32,963</b>	<b>31,971</b>	<b>34,320</b>	<b>33,377</b>	<b>35,651</b>	<b>34,629</b>	<b>35,586</b>	<b>36,019</b>	<b>33,462</b>	<b>34,850</b>	<b>35,242</b>	<b>37,320</b>	<b>415,390</b>
541	Grocery stores . . . . .	31,375	30,332	32,550	31,591	33,773	32,814	33,795	34,194	31,768	33,036	33,398	34,942	393,568
542	Meat, fish (seafood) markets . . . . .	410	414	445	441	474	471	469	501	413	415	444	579	5,476
546	Retail bakeries . . . . .	502	506	565	548	618	584	562	579	559	623	599	638	6,883
554	<b>Gasoline service stations</b> . . . . .	<b>12,429</b>	<b>12,177</b>	<b>13,488</b>	<b>13,967</b>	<b>15,224</b>	<b>14,804</b>	<b>14,802</b>	<b>14,995</b>	<b>13,846</b>	<b>14,446</b>	<b>13,964</b>	<b>14,178</b>	<b>168,320</b>
56	<b>Apparel and accessory stores</b> . . . . .	<b>6,637</b>	<b>7,541</b>	<b>9,024</b>	<b>9,210</b>	<b>9,621</b>	<b>9,124</b>	<b>8,815</b>	<b>10,623</b>	<b>9,263</b>	<b>9,785</b>	<b>11,014</b>	<b>15,444</b>	<b>116,101</b>
561	Men's and boys' clothing stores . . . . .	642	653	711	722	780	762	663	766	748	796	922	1,427	9,592
562,3	Women's clothing, accessory stores . . .	1,940	2,252	2,620	2,761	3,007	2,817	2,512	2,835	2,711	2,889	3,147	4,564	34,055
562	Women's ready-to-wear stores . . . . .	1,588	1,861	2,226	2,382	2,592	2,414	2,107	2,394	2,318	2,459	2,645	3,742	28,728
565	Family clothing stores . . . . .	2,275	2,643	3,211	3,192	3,294	3,174	3,211	3,875	3,353	3,683	4,368	6,241	42,520
566	Shoe stores . . . . .	1,208	1,372	1,704	1,802	1,833	1,712	1,686	2,162	1,627	1,608	1,727	2,168	20,609
58	<b>Eating and drinking places</b> . . . . .	<b>17,386</b>	<b>18,156</b>	<b>19,940</b>	<b>19,513</b>	<b>20,787</b>	<b>20,343</b>	<b>20,673</b>	<b>21,495</b>	<b>19,524</b>	<b>20,392</b>	<b>20,008</b>	<b>20,257</b>	<b>238,474</b>
5812	Eating places . . . . .	16,383	17,120	18,814	18,452	19,683	19,264	19,568	20,348	18,646	19,285	18,904	19,139	225,424
5812 pt.	Restaurants, lunchrooms, cafeterias . .	8,880	9,361	10,234	10,014	10,568	10,255	10,556	11,219	10,182	10,592	10,549	10,439	122,849
5812 pt.	Refreshment places . . . . .	7,347	7,564	8,356	8,189	8,817	8,744	8,787	8,891	8,016	8,412	8,110	8,424	99,657
5813	Drinking places (alcoholic bev.) . . . . .	1,003	1,036	1,126	1,061	1,104	1,079	1,105	1,147	1,060	1,107	1,104	1,118	13,050
591	Drug and proprietary stores . . . . .	7,153	7,209	7,530	7,447	7,779	7,288	7,511	7,659	7,240	7,850	7,742	9,761	92,169
592	Liquor stores . . . . .	1,682	1,654	1,840	1,802	1,961	1,961	2,038	2,068	1,786	1,866	1,999	2,559	23,216
596	Nonstore retailers <sup>2</sup> . . . . .	5,826	5,832	6,430	6,353	6,320	5,878	5,990	6,148	6,649	7,872	8,732	10,000	82,030
5961	Total mail order . . . . .	4,276	3,945	4,393	4,291	4,257	3,935	4,135	4,236	4,529	5,471	6,378	7,589	57,435
598	Fuel dealers . . . . .	2,688	2,386	1,994	1,455	1,145	913	948	983	1,174	1,561	1,793	2,419	19,459
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>41,295</b>	<b>43,874</b>	<b>49,448</b>	<b>49,416</b>	<b>53,360</b>	<b>51,527</b>	<b>50,249</b>	<b>56,323</b>	<b>50,643</b>	<b>54,074</b>	<b>63,420</b>	<b>92,898</b>	<b>656,527</b>
594	Misc. shopping goods stores . . . . .	5,876	5,910	6,238	6,346	6,980	6,795	6,850	7,763	6,665	6,926	8,779	16,807	91,935

See footnotes at end of table.

Table 1. **Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:**  
**January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1996												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>201,610</b>	<b>204,570</b>	<b>205,955</b>	<b>207,142</b>	<b>208,566</b>	<b>207,568</b>	<b>208,074</b>	<b>208,414</b>	<b>210,571</b>	<b>212,329</b>	<b>212,216</b>	<b>213,061</b>	
	Total (excl. automotive dealers) . .	152,452	153,644	154,904	157,248	158,097	157,695	157,664	158,116	159,096	160,645	161,192	161,970	
	<b>Durable goods, total . . . . .</b>	<b>81,782</b>	<b>83,626</b>	<b>84,530</b>	<b>84,088</b>	<b>85,279</b>	<b>84,511</b>	<b>84,952</b>	<b>84,771</b>	<b>85,977</b>	<b>86,609</b>	<b>85,945</b>	<b>85,969</b>	
52	<b>Building materials group stores . . . . .</b>	<b>11,114</b>	<b>11,147</b>	<b>11,175</b>	<b>11,615</b>	<b>11,716</b>	<b>12,106</b>	<b>12,056</b>	<b>11,986</b>	<b>12,032</b>	<b>12,088</b>	<b>12,096</b>	<b>12,089</b>	
521,3	Building materials, supply stores . . . .	8,390	8,435	8,507	8,693	8,896	9,040	9,069	9,045	9,062	9,038	9,096	9,063	
525	Hardware stores . . . . .	1,163	1,184	1,141	1,197	1,179	1,167	1,152	1,139	1,124	1,163	1,167	1,189	
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>49,158</b>	<b>50,926</b>	<b>51,051</b>	<b>49,894</b>	<b>50,469</b>	<b>49,873</b>	<b>50,410</b>	<b>50,298</b>	<b>51,475</b>	<b>51,684</b>	<b>51,024</b>	<b>51,091</b>	
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	46,259	48,020	48,139	46,975	47,531	46,948	47,494	47,382	48,546	48,697	48,085	48,130	
553	Auto and home supply stores . . . . .	2,899	2,906	2,912	2,919	2,938	2,925	2,916	2,916	2,929	2,987	2,939	2,961	
57	<b>Furniture group stores . . . . .</b>	<b>10,884</b>	<b>10,929</b>	<b>11,273</b>	<b>11,306</b>	<b>11,312</b>	<b>11,314</b>	<b>11,185</b>	<b>11,293</b>	<b>11,447</b>	<b>11,458</b>	<b>11,290</b>	<b>11,256</b>	
571	Furniture and home furn. stores . . . . .	5,028	5,158	5,302	5,298	5,301	5,337	5,352	5,340	5,394	5,443	5,380	5,377	
5722,31, 34	Household appliance, electronics stores	4,907	4,810	4,995	5,027	5,034	4,996	4,867	4,997	5,117	5,091	4,972	4,934	
	<b>Nondurable goods, total . . . . .</b>	<b>119,828</b>	<b>120,944</b>	<b>121,425</b>	<b>123,054</b>	<b>123,287</b>	<b>123,057</b>	<b>123,122</b>	<b>123,643</b>	<b>124,594</b>	<b>125,720</b>	<b>126,271</b>	<b>127,092</b>	
53	<b>General merchandise group stores . . .</b>	<b>25,096</b>	<b>25,479</b>	<b>25,309</b>	<b>25,941</b>	<b>26,040</b>	<b>25,903</b>	<b>25,962</b>	<b>26,331</b>	<b>26,476</b>	<b>26,635</b>	<b>26,553</b>	<b>27,071</b>	See note 5
531	Dept. stores (excl. leased depts.) . . . .	19,604	19,861	19,650	20,224	20,307	20,210	20,242	20,541	20,734	20,831	20,777	21,262	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	19,892	20,260	20,209	20,708	20,756	20,640	20,723	20,990	21,160	21,238	21,229	21,629	
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	4,127	4,332	4,303	4,431	4,291	4,263	4,215	4,315	4,360	4,353	4,326	4,415	
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	12,400	12,499	12,473	12,762	12,908	12,846	12,960	13,082	13,172	13,233	13,273	13,481	
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	3,365	3,429	3,433	3,515	3,557	3,531	3,548	3,593	3,628	3,652	3,630	3,733	
533	Variety stores . . . . .	833	828	852	885	883	872	889	888	859	892	866	909	
539	Misc. general merchandise stores . . . .	4,659	4,790	4,807	4,832	4,850	4,821	4,831	4,902	4,883	4,912	4,910	4,900	
54	<b>Food group stores . . . . .</b>	<b>34,212</b>	<b>34,048</b>	<b>34,252</b>	<b>34,413</b>	<b>34,332</b>	<b>34,490</b>	<b>34,650</b>	<b>34,565</b>	<b>34,791</b>	<b>34,953</b>	<b>35,008</b>	<b>35,028</b>	
541	Grocery stores . . . . .	32,412	32,268	32,453	32,602	32,505	32,651	32,843	32,753	32,989	33,135	33,166	33,183	
554	<b>Gasoline service stations . . . . .</b>	<b>13,350</b>	<b>13,381</b>	<b>13,820</b>	<b>14,165</b>	<b>14,403</b>	<b>14,180</b>	<b>13,899</b>	<b>13,884</b>	<b>13,958</b>	<b>14,135</b>	<b>14,264</b>	<b>14,438</b>	
56	<b>Apparel and accessory stores . . . . .</b>	<b>9,347</b>	<b>9,684</b>	<b>9,520</b>	<b>9,781</b>	<b>9,702</b>	<b>9,710</b>	<b>9,587</b>	<b>9,628</b>	<b>9,812</b>	<b>9,846</b>	<b>9,658</b>	<b>9,733</b>	
561	Men's and boys' clothing stores . . . . .	791	816	798	801	806	790	795	793	816	803	800	799	
562,3	Women's clothing, accessory stores . .	2,709	2,843	2,746	2,841	2,867	2,919	2,788	2,810	2,887	2,904	2,856	2,854	
566	Shoe stores . . . . .	1,685	1,679	1,687	1,797	1,741	1,714	1,729	1,724	1,698	1,722	1,700	1,710	
58	<b>Eating and drinking places . . . . .</b>	<b>19,169</b>	<b>19,439</b>	<b>19,549</b>	<b>19,651</b>	<b>19,722</b>	<b>19,655</b>	<b>19,802</b>	<b>19,848</b>	<b>19,963</b>	<b>20,170</b>	<b>20,669</b>	<b>20,420</b>	
591	Drug and proprietary stores . . . . .	7,269	7,394	7,493	7,499	7,619	7,568	7,680	7,760	7,760	7,945	7,908	8,021	
592	Liquor stores . . . . .	1,945	1,912	1,939	1,929	1,924	1,944	1,960	1,968	1,918	1,910	1,918	1,927	
5961	Total mail order . . . . .	4,515	4,641	4,534	4,599	4,647	4,752	4,775	4,765	4,793	4,924	4,960	5,135	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>52,746</b>	<b>53,370</b>	<b>53,600</b>	<b>54,565</b>	<b>54,608</b>	<b>54,494</b>	<b>54,457</b>	<b>55,062</b>	<b>55,396</b>	<b>55,695</b>	<b>55,277</b>	<b>55,958</b>	

See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1995												
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
	<b>Unadjusted</b>													
	<b>Retail sales, total . . . . .</b>	<b>168,433</b>	<b>165,285</b>	<b>193,560</b>	<b>188,910</b>	<b>202,984</b>	<b>204,197</b>	<b>196,444</b>	<b>206,003</b>	<b>194,651</b>	<b>195,985</b>	<b>204,647</b>	<b>240,694</b>	<b>2,361,793</b>
	Total (excl. automotive dealers) . . .	129,128	125,064	143,421	142,391	151,660	150,765	147,833	154,171	147,179	148,982	160,108	198,224	1,798,926
	<b>Durable goods, total . . . . .</b>	<b>65,441</b>	<b>65,402</b>	<b>79,513</b>	<b>76,026</b>	<b>84,596</b>	<b>86,615</b>	<b>80,249</b>	<b>85,574</b>	<b>79,388</b>	<b>78,895</b>	<b>78,896</b>	<b>88,057</b>	<b>948,652</b>
52	<b>Building materials group stores . . . . .</b>	<b>8,366</b>	<b>8,144</b>	<b>10,499</b>	<b>11,178</b>	<b>13,006</b>	<b>12,558</b>	<b>11,600</b>	<b>12,048</b>	<b>11,519</b>	<b>11,738</b>	<b>10,853</b>	<b>10,202</b>	<b>131,711</b>
521,3,5	Building materials, supply, hardware stores . . . . .	7,476	7,237	9,037	9,375	10,697	10,678	10,058	10,247	9,859	10,193	9,409	8,708	112,974
521,3	Building materials, supply stores . . .	6,599	6,387	7,974	8,215	9,352	9,335	8,825	9,062	8,704	9,050	8,214	7,464	99,181
525	Hardware stores . . . . .	877	850	1,063	1,160	1,345	1,343	1,233	1,185	1,155	1,143	1,195	1,244	13,793
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>39,305</b>	<b>40,221</b>	<b>50,139</b>	<b>46,519</b>	<b>51,324</b>	<b>53,432</b>	<b>48,611</b>	<b>51,832</b>	<b>47,472</b>	<b>47,003</b>	<b>44,539</b>	<b>42,470</b>	<b>562,867</b>
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	36,890	37,912	47,306	43,741	48,385	50,422	45,670	48,749	44,575	44,037	41,646	39,805	529,138
551,2	Motor vehicle dealers . . . . .	35,586	36,348	44,793	41,243	45,613	47,387	43,163	46,170	42,325	42,030	40,251	38,203	503,112
551	Motor vehicle dealers (new & used) . . .	32,802	33,437	41,406	38,163	42,345	43,994	39,577	42,633	39,019	38,877	37,247	35,581	465,081
553	Auto and home supply stores . . . . .	2,415	2,309	2,833	2,778	2,939	3,010	2,941	3,083	2,897	2,966	2,893	2,665	33,729
57	<b>Furniture group stores . . . . .</b>	<b>9,629</b>	<b>8,945</b>	<b>10,040</b>	<b>9,303</b>	<b>10,022</b>	<b>10,230</b>	<b>10,108</b>	<b>10,882</b>	<b>10,621</b>	<b>10,718</b>	<b>12,275</b>	<b>15,664</b>	<b>128,437</b>
571	Furniture and home furn. stores . . . . .	4,480	4,224	4,807	4,607	4,951	4,971	4,996	5,254	5,196	5,227	5,851	6,226	60,790
5712	Furniture stores . . . . .	2,764	2,574	2,908	2,699	2,887	2,913	2,920	3,053	3,047	3,033	3,284	3,420	35,502
5713	Floor covering stores . . . . .	859	852	971	954	1,011	1,044	987	1,050	1,064	1,043	1,081	1,061	11,977
5722,31, 34	Household appliance, electronics stores . . . . .	4,319	3,954	4,400	3,928	4,291	4,436	4,296	4,697	4,534	4,644	5,399	7,674	56,572
5722	Household appliance stores . . . . .	751	673	801	732	833	901	933	908	810	811	906	1,039	10,098
5731,34	Radio, TV and computer stores . . . . .	3,568	3,281	3,599	3,196	3,458	3,535	3,363	3,789	3,724	3,833	4,493	6,635	46,474
5941	Sporting goods stores and bicycle shops . . .	1,227	1,252	1,604	1,612	1,650	1,755	1,711	1,852	1,575	1,403	1,553	2,739	19,933
5942	Book stores . . . . .	1,305	717	694	686	784	806	781	1,245	1,100	745	849	1,463	11,175
5944	Jewelry stores . . . . .	918	1,227	1,141	1,207	1,607	1,392	1,263	1,396	1,328	1,374	1,872	4,477	19,202
	<b>Nondurable goods, total . . . . .</b>	<b>102,992</b>	<b>99,883</b>	<b>114,047</b>	<b>112,884</b>	<b>118,388</b>	<b>117,582</b>	<b>116,195</b>	<b>120,429</b>	<b>115,263</b>	<b>117,090</b>	<b>125,751</b>	<b>152,637</b>	<b>1,413,141</b>
53	<b>General merchandise group stores . . . . .</b>	<b>18,279</b>	<b>18,411</b>	<b>22,282</b>	<b>22,765</b>	<b>23,918</b>	<b>23,992</b>	<b>23,207</b>	<b>24,654</b>	<b>23,204</b>	<b>24,138</b>	<b>30,072</b>	<b>43,074</b>	<b>297,996</b>
531	Dept. stores (excl. leased depts.) . . . . .	13,777	14,102	17,240	17,604	18,335	18,442	17,941	19,147	18,043	18,730	23,772	34,170	231,303
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	14,113	14,447	17,662	18,041	18,777	18,877	18,348	19,613	18,473	19,160	24,342	34,894	236,747
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	2,703	3,104	3,813	3,791	3,994	3,824	3,542	4,179	4,060	4,032	5,404	8,430	50,876
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	8,861	8,898	10,786	11,266	11,739	11,959	11,522	11,958	11,275	11,819	14,567	20,158	144,808
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,549	2,445	3,063	2,984	3,044	3,094	3,284	3,476	3,138	3,309	4,371	6,306	41,063
533	Variety stores . . . . .	629	598	705	764	787	787	732	770	753	796	941	1,488	9,750
539	Misc. general merchandise stores . . . . .	3,873	3,711	4,337	4,397	4,796	4,763	4,534	4,737	4,408	4,612	5,359	7,416	56,943
54	<b>Food group stores . . . . .</b>	<b>32,165</b>	<b>30,186</b>	<b>33,470</b>	<b>32,898</b>	<b>34,296</b>	<b>34,120</b>	<b>34,595</b>	<b>34,403</b>	<b>33,230</b>	<b>32,980</b>	<b>33,602</b>	<b>37,260</b>	<b>403,205</b>
541	Grocery stores . . . . .	30,665	28,671	31,835	31,178	32,581	32,421	32,888	32,664	31,542	31,221	31,826	34,886	382,378
542	Meat, fish (seafood) markets . . . . .	415	395	442	442	437	440	454	467	441	428	463	605	5,429
546	Retail bakeries . . . . .	470	478	518	524	556	548	545	557	548	597	578	638	6,557
554	<b>Gasoline service stations . . . . .</b>	<b>11,961</b>	<b>11,423</b>	<b>12,767</b>	<b>12,678</b>	<b>13,911</b>	<b>14,183</b>	<b>13,985</b>	<b>14,157</b>	<b>13,185</b>	<b>13,162</b>	<b>12,623</b>	<b>12,904</b>	<b>156,939</b>
56	<b>Apparel and accessory stores . . . . .</b>	<b>6,562</b>	<b>6,716</b>	<b>8,663</b>	<b>8,949</b>	<b>9,016</b>	<b>8,898</b>	<b>8,526</b>	<b>9,845</b>	<b>9,372</b>	<b>9,070</b>	<b>10,858</b>	<b>15,495</b>	<b>111,970</b>
561	Men's and boys' clothing stores . . . . .	663	609	677	729	723	743	646	699	725	759	907	1,473	9,353
562,3	Women's clothing, accessory stores . . . . .	2,030	2,139	2,746	2,795	2,951	2,730	2,549	2,766	2,781	2,745	3,083	4,516	33,831
562	Women's ready-to-wear stores . . . . .	1,744	1,832	2,423	2,468	2,568	2,388	2,201	2,357	2,402	2,345	2,603	3,744	29,075
565	Family clothing stores . . . . .	2,206	2,277	2,915	2,974	2,973	3,076	3,022	3,506	3,338	3,308	4,314	6,298	40,207
566	Shoe stores . . . . .	1,145	1,154	1,608	1,758	1,707	1,700	1,606	1,986	1,685	1,515	1,719	2,172	19,755
58	<b>Eating and drinking places . . . . .</b>	<b>17,109</b>	<b>16,739</b>	<b>19,092</b>	<b>19,127</b>	<b>19,916</b>	<b>19,935</b>	<b>20,242</b>	<b>20,590</b>	<b>19,303</b>	<b>19,429</b>	<b>18,458</b>	<b>19,586</b>	<b>229,526</b>
5812	Eating places . . . . .	16,191	15,820	18,059	18,101	18,863	18,896	19,173	19,504	18,196	18,334	17,379	18,456	216,972
5812 pt.	Restaurants, lunchrooms, cafeterias . . . . .	8,888	8,687	9,749	9,774	10,179	10,096	10,510	10,663	9,759	9,824	9,419	9,884	117,432
5812 pt.	Refreshment places . . . . .	7,189	7,021	8,128	8,062	8,394	8,432	8,454	8,601	8,167	8,191	7,754	8,335	96,728
5813	Drinking places (alcoholic bev.) . . . . .	918	919	1,033	1,026	1,053	1,039	1,069	1,086	1,107	1,095	1,079	1,130	12,554
591	Drug and proprietary stores . . . . .	6,848	6,634	7,156	6,975	7,296	7,055	6,813	7,056	6,879	7,104	7,230	9,047	86,093
592	Liquor stores . . . . .	1,558	1,504	1,729	1,702	1,811	1,866	1,890	1,864	1,849	1,793	1,884	2,603	22,053
596	Nonstore retailers <sup>2</sup> . . . . .	5,436	4,962	5,946	5,283	5,593	5,315	4,934	5,709	5,988	6,900	8,077	8,701	72,844
5961	Total mail order . . . . .	3,784	3,173	3,941	3,491	3,741	3,498	3,373	3,846	4,126	4,803	5,954	6,695	50,425
598	Fuel dealers . . . . .	1,972	2,026	1,688	1,223	1,131	960	879	997	1,092	1,255	1,677	2,323	17,223
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>39,984</b>	<b>39,469</b>	<b>46,801</b>	<b>46,971</b>	<b>49,597</b>	<b>49,686</b>	<b>48,191</b>	<b>52,575</b>	<b>49,812</b>	<b>50,351</b>	<b>61,574</b>	<b>90,486</b>	<b>625,497</b>
594	Misc. shopping goods stores . . . . .	5,514	5,397	5,816	5,954	6,641	6,566	6,350	7,194	6,615	6,425	8,369	16,253	87,094

See footnotes at end of table.



**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1995												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>194,807</b>	<b>191,635</b>	<b>193,235</b>	<b>193,768</b>	<b>195,870</b>	<b>197,529</b>	<b>197,195</b>	<b>199,045</b>	<b>198,960</b>	<b>198,786</b>	<b>200,973</b>	<b>202,317</b>	
	Total (excl. automotive dealers) . .	149,150	146,942	147,669	148,048	149,453	150,020	149,807	150,672	151,307	150,914	152,460	153,569	
	<b>Durable goods, total . . . . .</b>	<b>77,593</b>	<b>76,049</b>	<b>77,115</b>	<b>77,095</b>	<b>78,347</b>	<b>79,393</b>	<b>79,395</b>	<b>80,847</b>	<b>80,118</b>	<b>80,494</b>	<b>81,718</b>	<b>82,066</b>	
52	<b>Building materials group stores . . . . .</b>	<b>11,176</b>	<b>10,952</b>	<b>11,050</b>	<b>10,740</b>	<b>10,764</b>	<b>10,761</b>	<b>10,821</b>	<b>10,968</b>	<b>11,001</b>	<b>11,201</b>	<b>11,360</b>	<b>11,431</b>	
521,3	Building materials, supply stores . . . .	8,637	8,338	8,298	8,094	8,034	8,124	8,149	8,157	8,227	8,482	8,486	8,649	
525	Hardware stores . . . . .	1,071	1,126	1,155	1,126	1,154	1,185	1,160	1,154	1,160	1,138	1,193	1,172	
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>45,657</b>	<b>44,693</b>	<b>45,566</b>	<b>45,720</b>	<b>46,417</b>	<b>47,509</b>	<b>47,388</b>	<b>48,373</b>	<b>47,653</b>	<b>47,872</b>	<b>48,513</b>	<b>48,748</b>	
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	42,846	41,938	42,772	42,925	43,629	44,740	44,600	45,560	44,799	45,028	45,614	45,858	
553	Auto and home supply stores . . . . .	2,811	2,755	2,794	2,795	2,788	2,769	2,788	2,813	2,854	2,844	2,899	2,890	
57	<b>Furniture group stores . . . . .</b>	<b>10,571</b>	<b>10,389</b>	<b>10,355</b>	<b>10,320</b>	<b>10,517</b>	<b>10,612</b>	<b>10,611</b>	<b>10,864</b>	<b>10,930</b>	<b>10,971</b>	<b>11,130</b>	<b>11,105</b>	
571	Furniture and home furn. stores . . . . .	5,039	4,946	4,905	4,954	4,961	5,021	5,062	5,096	5,186	5,180	5,271	5,210	
5722,31, 34	Household appliance, electronics stores	4,585	4,561	4,579	4,489	4,674	4,684	4,624	4,778	4,798	4,848	4,895	4,967	
	<b>Nondurable goods, total . . . . .</b>	<b>117,214</b>	<b>115,586</b>	<b>116,120</b>	<b>116,673</b>	<b>117,523</b>	<b>118,136</b>	<b>117,800</b>	<b>118,198</b>	<b>118,842</b>	<b>118,292</b>	<b>119,255</b>	<b>120,251</b>	
53	<b>General merchandise group stores . . .</b>	<b>24,841</b>	<b>23,949</b>	<b>24,273</b>	<b>24,451</b>	<b>24,602</b>	<b>25,019</b>	<b>25,115</b>	<b>24,898</b>	<b>25,246</b>	<b>24,984</b>	<b>25,239</b>	<b>25,284</b>	See note 5
531	Dept. stores (excl. leased depts.) . . . .	19,108	18,604	18,760	18,909	19,000	19,392	19,565	19,340	19,676	19,450	19,711	19,593	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	19,397	18,954	19,315	19,373	19,445	19,828	20,096	19,788	20,157	19,860	20,244	20,051	
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	4,332	4,178	4,223	4,245	4,249	4,287	4,283	4,225	4,301	4,204	4,252	4,234	
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	11,644	11,422	11,737	11,809	11,858	12,141	12,180	12,128	12,377	12,273	12,461	12,428	
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	3,421	3,354	3,355	3,319	3,338	3,400	3,633	3,435	3,479	3,383	3,531	3,389	
533	Variety stores . . . . .	892	746	768	783	811	816	792	792	820	823	831	857	
539	Misc. general merchandise stores . . . .	4,841	4,599	4,745	4,759	4,791	4,811	4,758	4,766	4,750	4,711	4,697	4,834	
54	<b>Food group stores . . . . .</b>	<b>33,719</b>	<b>33,457</b>	<b>33,305</b>	<b>33,493</b>	<b>33,596</b>	<b>33,636</b>	<b>33,570</b>	<b>33,608</b>	<b>33,623</b>	<b>33,733</b>	<b>33,750</b>	<b>34,113</b>	
541	Grocery stores . . . . .	32,009	31,751	31,614	31,782	31,911	31,942	31,837	31,867	31,861	31,956	31,954	32,302	
554	<b>Gasoline service stations . . . . .</b>	<b>12,973</b>	<b>12,995</b>	<b>13,028</b>	<b>13,070</b>	<b>13,249</b>	<b>13,330</b>	<b>13,269</b>	<b>13,194</b>	<b>13,067</b>	<b>12,942</b>	<b>12,947</b>	<b>13,114</b>	
56	<b>Apparel and accessory stores . . . . .</b>	<b>9,404</b>	<b>9,055</b>	<b>9,268</b>	<b>9,189</b>	<b>9,315</b>	<b>9,321</b>	<b>9,237</b>	<b>9,227</b>	<b>9,576</b>	<b>9,292</b>	<b>9,500</b>	<b>9,542</b>	
561	Men's and boys' clothing stores . . . . .	818	799	775	770	773	764	755	759	777	777	783	796	
562,3	Women's clothing, accessory stores . .	2,917	2,822	2,884	2,815	2,857	2,823	2,820	2,800	2,852	2,810	2,763	2,795	
566	Shoe stores . . . . .	1,615	1,493	1,653	1,657	1,664	1,685	1,652	1,641	1,663	1,658	1,702	1,662	
58	<b>Eating and drinking places . . . . .</b>	<b>18,801</b>	<b>18,682</b>	<b>18,903</b>	<b>19,089</b>	<b>19,150</b>	<b>19,113</b>	<b>19,241</b>	<b>19,315</b>	<b>19,342</b>	<b>19,294</b>	<b>19,368</b>	<b>19,373</b>	
591	Drug and proprietary stores . . . . .	7,089	7,103	7,064	7,088	7,160	7,177	7,067	7,185	7,264	7,286	7,370	7,410	
592	Liquor stores . . . . .	1,826	1,803	1,824	1,813	1,813	1,826	1,807	1,836	1,875	1,872	1,878	1,886	
5961	Total mail order . . . . .	4,043	3,879	3,937	3,967	4,080	4,067	4,180	4,321	4,311	4,366	4,545	4,545	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>51,885</b>	<b>50,312</b>	<b>50,895</b>	<b>51,031</b>	<b>51,692</b>	<b>52,136</b>	<b>52,220</b>	<b>52,278</b>	<b>53,110</b>	<b>52,565</b>	<b>53,368</b>	<b>53,466</b>	

See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1994												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>155,746</b>	<b>156,979</b>	<b>185,435</b>	<b>182,846</b>	<b>188,139</b>	<b>191,090</b>	<b>186,821</b>	<b>195,003</b>	<b>187,048</b>	<b>190,699</b>	<b>195,720</b>	<b>234,507</b>	<b>2,250,033</b>
	Total (excl. automotive dealers) . . .	120,383	118,932	137,984	136,562	142,381	143,117	142,414	148,199	141,969	145,929	153,454	193,330	1,724,654
	<b>Durable goods, total</b> . . . . .	<b>58,135</b>	<b>60,734</b>	<b>74,581</b>	<b>74,455</b>	<b>76,311</b>	<b>78,966</b>	<b>74,305</b>	<b>78,850</b>	<b>75,869</b>	<b>75,277</b>	<b>74,732</b>	<b>85,228</b>	<b>887,443</b>
52	<b>Building materials group stores</b> . . . . .	<b>7,321</b>	<b>7,206</b>	<b>9,743</b>	<b>11,042</b>	<b>12,259</b>	<b>11,970</b>	<b>11,170</b>	<b>11,835</b>	<b>11,495</b>	<b>11,203</b>	<b>10,578</b>	<b>10,046</b>	<b>125,868</b>
521,3,5	Building materials, supply, hardware stores . . . . .	6,590	6,519	8,495	9,376	10,173	10,256	9,742	10,294	9,875	9,851	9,209	8,681	109,061
521,3	Building materials, supply stores . . .	5,631	5,651	7,441	8,143	8,875	8,983	8,523	9,099	8,736	8,650	8,042	7,435	95,209
525	Hardware stores . . . . .	959	868	1,054	1,233	1,298	1,273	1,219	1,195	1,139	1,201	1,167	1,246	13,852
55 excl. 554	<b>Automotive dealers</b> . . . . .	<b>35,363</b>	<b>38,047</b>	<b>47,451</b>	<b>46,284</b>	<b>45,758</b>	<b>47,973</b>	<b>44,407</b>	<b>46,804</b>	<b>45,079</b>	<b>44,770</b>	<b>42,266</b>	<b>41,177</b>	<b>525,379</b>
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	33,110	35,766	44,674	43,515	42,989	45,027	41,544	43,839	42,248	41,951	39,473	38,526	492,662
551,2	Motor vehicle dealers . . . . .	32,147	34,487	42,516	41,083	40,608	42,386	39,267	41,766	40,378	39,902	37,830	36,962	469,332
551	Motor vehicle dealers (new & used) . . .	29,875	31,975	39,762	38,212	37,890	39,535	36,411	38,557	37,409	36,679	35,195	34,424	435,924
553	Auto and home supply stores . . . . .	2,253	2,281	2,777	2,769	2,769	2,946	2,863	2,965	2,831	2,819	2,793	2,651	32,717
57	<b>Furniture group stores</b> . . . . .	<b>8,177</b>	<b>8,061</b>	<b>9,218</b>	<b>8,853</b>	<b>9,113</b>	<b>9,531</b>	<b>9,502</b>	<b>10,080</b>	<b>9,856</b>	<b>10,169</b>	<b>11,501</b>	<b>15,110</b>	<b>119,171</b>
571	Furniture and home furn. stores . . . . .	3,939	4,051	4,705	4,621	4,789	4,876	4,907	5,212	5,014	5,131	5,592	6,176	59,013
5712	Furniture stores . . . . .	2,483	2,512	2,858	2,767	2,789	2,825	2,870	2,994	2,963	2,956	3,200	3,468	34,685
5713	Floor covering stores . . . . .	725	758	913	943	1,013	1,061	1,025	1,088	1,003	1,055	1,054	1,043	11,681
5722,31, 34	Household appliance, electronics stores . . . . .	3,540	3,313	3,739	3,476	3,577	3,869	3,801	4,055	4,007	4,221	4,961	7,186	49,745
5722	Household appliance stores . . . . .	646	597	697	680	708	835	794	776	719	751	891	1,016	9,110
5731,34	Radio, TV and computer stores . . . . .	2,894	2,716	3,042	2,796	2,869	3,034	3,007	3,279	3,288	3,470	4,070	6,170	40,635
5941	Sporting goods stores and bicycle shops . . .	1,171	1,198	1,493	1,556	1,555	1,682	1,589	1,742	1,474	1,328	1,476	2,619	18,883
5942	Book stores . . . . .	1,055	635	634	609	683	724	677	1,153	1,020	730	770	1,406	10,096
5944	Jewelry stores . . . . .	908	1,196	1,062	1,174	1,372	1,261	1,228	1,324	1,250	1,328	1,737	4,218	18,058
	<b>Nondurable goods, total</b> . . . . .	<b>97,611</b>	<b>96,245</b>	<b>110,854</b>	<b>108,391</b>	<b>111,828</b>	<b>112,124</b>	<b>112,516</b>	<b>116,153</b>	<b>111,179</b>	<b>115,422</b>	<b>120,988</b>	<b>149,279</b>	<b>1,362,590</b>
53	<b>General merchandise group stores</b> . . . . .	<b>16,925</b>	<b>17,523</b>	<b>21,467</b>	<b>21,174</b>	<b>22,191</b>	<b>22,373</b>	<b>21,547</b>	<b>23,204</b>	<b>21,778</b>	<b>23,764</b>	<b>28,376</b>	<b>42,010</b>	<b>282,332</b>
531	Dept. stores (excl. leased depts.) . . . . .	12,703	13,217	16,472	16,207	16,931	17,086	16,510	17,961	16,751	18,338	22,180	33,143	217,499
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	13,017	13,554	16,880	16,628	17,344	17,494	16,899	18,394	17,178	18,773	22,712	33,869	222,742
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	2,619	3,101	3,978	3,735	3,870	3,777	3,534	4,207	4,043	4,243	5,438	8,694	51,239
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	7,903	8,027	9,736	9,878	10,474	10,627	10,345	10,754	10,085	11,111	13,085	18,919	130,944
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,495	2,426	3,166	3,015	3,000	3,090	3,020	3,433	3,050	3,419	4,189	6,256	40,559
533	Variety stores . . . . .	545	615	751	748	764	763	697	743	737	781	877	1,443	9,464
539	Misc. general merchandise stores . . . . .	3,677	3,691	4,244	4,219	4,496	4,524	4,340	4,500	4,290	4,645	5,319	7,424	55,369
54	<b>Food group stores</b> . . . . .	<b>31,177</b>	<b>29,375</b>	<b>32,865</b>	<b>32,065</b>	<b>33,087</b>	<b>33,383</b>	<b>34,090</b>	<b>33,515</b>	<b>32,758</b>	<b>32,814</b>	<b>32,836</b>	<b>36,706</b>	<b>394,671</b>
541	Grocery stores . . . . .	29,753	27,938	31,242	30,475	31,418	31,769	32,447	31,867	31,138	31,124	31,129	34,430	374,730
542	Meat, fish (seafood) markets . . . . .	404	375	469	450	483	489	483	500	461	461	486	636	5,697
546	Retail bakeries . . . . .	451	454	501	506	534	496	517	512	514	560	534	570	6,149
554	<b>Gasoline service stations</b> . . . . .	<b>10,955</b>	<b>10,641</b>	<b>11,787</b>	<b>11,828</b>	<b>12,476</b>	<b>12,819</b>	<b>13,190</b>	<b>13,691</b>	<b>12,836</b>	<b>12,964</b>	<b>12,627</b>	<b>12,859</b>	<b>148,673</b>
56	<b>Apparel and accessory stores</b> . . . . .	<b>6,354</b>	<b>6,700</b>	<b>8,848</b>	<b>8,686</b>	<b>8,626</b>	<b>8,616</b>	<b>8,503</b>	<b>9,805</b>	<b>8,938</b>	<b>9,378</b>	<b>10,585</b>	<b>15,696</b>	<b>110,735</b>
561	Men's and boys' clothing stores . . . . .	690	635	765	776	792	822	721	755	756	838	939	1,575	10,064
562,3	Women's clothing, accessory stores . . . . .	2,057	2,260	2,892	2,888	2,891	2,761	2,592	2,923	2,757	2,957	3,268	4,871	35,117
562	Women's ready-to-wear stores . . . . .	1,798	1,983	2,579	2,577	2,572	2,468	2,267	2,561	2,441	2,597	2,826	4,181	30,850
565	Family clothing stores . . . . .	2,005	2,134	2,886	2,818	2,794	2,888	2,980	3,367	3,041	3,327	3,992	6,032	38,264
566	Shoe stores . . . . .	1,158	1,204	1,658	1,581	1,592	1,578	1,575	1,929	1,661	1,553	1,651	2,209	19,349
58	<b>Eating and drinking places</b> . . . . .	<b>15,870</b>	<b>16,298</b>	<b>18,514</b>	<b>18,522</b>	<b>19,134</b>	<b>19,172</b>	<b>19,898</b>	<b>19,676</b>	<b>18,558</b>	<b>19,014</b>	<b>17,961</b>	<b>19,265</b>	<b>221,882</b>
5812	Eating places . . . . .	14,958	15,382	17,479	17,488	18,111	18,186	18,898	18,678	17,589	18,023	16,990	18,234	210,016
5812 pt.	Restaurants, lunchrooms, cafeterias . . . . .	8,308	8,639	9,712	9,671	9,935	9,848	10,315	10,282	9,590	9,804	9,273	9,897	115,274
5812 pt.	Refreshment places . . . . .	6,512	6,601	7,602	7,618	7,907	8,031	8,321	8,143	7,781	8,006	7,549	8,108	92,179
5813	Drinking places (alcoholic bev.) . . . . .	912	916	1,035	1,034	1,023	986	1,000	998	969	991	971	1,031	11,866
591	Drug and proprietary stores . . . . .	6,511	6,212	6,936	6,633	6,800	6,683	6,587	6,844	6,586	6,794	6,818	8,752	82,156
592	Liquor stores . . . . .	1,553	1,509	1,718	1,762	1,833	1,859	1,984	1,860	1,824	1,807	1,847	2,580	22,136
596	Nonstore retailers <sup>2</sup> . . . . .	4,914	4,683	5,759	5,420	5,279	5,150	4,747	5,436	5,658	6,365	7,261	7,930	68,602
5961	Total mail order . . . . .	3,505	3,088	3,860	3,567	3,405	3,225	3,002	3,467	3,696	4,203	5,209	5,994	46,221
598	Fuel dealers . . . . .	2,275	2,025	1,696	1,050	939	874	821	941	1,055	1,247	1,419	1,848	16,190
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>36,537</b>	<b>37,456</b>	<b>45,183</b>	<b>44,406</b>	<b>46,023</b>	<b>46,739</b>	<b>45,652</b>	<b>49,993</b>	<b>46,908</b>	<b>49,605</b>	<b>58,260</b>	<b>88,185</b>	<b>594,947</b>
594	Misc. shopping goods stores . . . . .	5,081	5,172	5,650	5,693	6,093	6,219	6,100	6,904	6,336	6,294	7,798	15,369	82,709

See footnotes at end of table.

Table 1. **Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:**  
**January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1994												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>179,299</b>	<b>182,327</b>	<b>185,091</b>	<b>184,933</b>	<b>184,328</b>	<b>186,174</b>	<b>186,402</b>	<b>189,418</b>	<b>190,383</b>	<b>192,904</b>	<b>193,322</b>	<b>193,266</b>	
	Total (excl. automotive dealers) . .	137,774	139,903	141,694	141,164	141,853	143,081	143,634	145,442	145,969	146,694	147,093	147,432	
	<b>Durable goods, total . . . . .</b>	<b>69,445</b>	<b>70,634</b>	<b>72,435</b>	<b>73,059</b>	<b>72,207</b>	<b>73,019</b>	<b>72,870</b>	<b>74,835</b>	<b>75,570</b>	<b>77,562</b>	<b>77,633</b>	<b>77,337</b>	
52	<b>Building materials group stores . . . . .</b>	<b>9,859</b>	<b>9,656</b>	<b>10,218</b>	<b>10,306</b>	<b>10,366</b>	<b>10,336</b>	<b>10,413</b>	<b>10,770</b>	<b>10,849</b>	<b>10,851</b>	<b>11,008</b>	<b>10,891</b>	
521,3	Building materials, supply stores . . . .	7,409	7,358	7,727	7,792	7,840	7,866	7,877	8,168	8,172	8,215	8,240	8,345	
525	Hardware stores . . . . .	1,160	1,147	1,149	1,168	1,140	1,130	1,146	1,157	1,161	1,183	1,164	1,148	
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>41,525</b>	<b>42,424</b>	<b>43,397</b>	<b>43,769</b>	<b>42,475</b>	<b>43,093</b>	<b>42,768</b>	<b>43,976</b>	<b>44,414</b>	<b>46,210</b>	<b>46,229</b>	<b>45,834</b>	
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	38,862	39,696	40,650	41,052	39,805	40,383	40,062	41,241	41,665	43,473	43,425	43,046	
553	Auto and home supply stores . . . . .	2,663	2,728	2,747	2,717	2,670	2,710	2,706	2,735	2,749	2,737	2,804	2,788	
57	<b>Furniture group stores . . . . .</b>	<b>8,934</b>	<b>9,337</b>	<b>9,516</b>	<b>9,558</b>	<b>9,692</b>	<b>9,875</b>	<b>9,895</b>	<b>10,088</b>	<b>10,190</b>	<b>10,362</b>	<b>10,466</b>	<b>10,535</b>	
571	Furniture and home furn. stores . . . . .	4,406	4,710	4,821	4,814	4,892	4,935	4,947	5,031	5,049	5,065	5,051	5,075	
572,31, 34	Household appliance, electronics stores	3,750	3,830	3,879	3,906	3,939	4,068	4,061	4,176	4,240	4,406	4,518	4,551	
	<b>Nondurable goods, total . . . . .</b>	<b>109,854</b>	<b>111,693</b>	<b>112,656</b>	<b>111,874</b>	<b>112,121</b>	<b>113,155</b>	<b>113,532</b>	<b>114,583</b>	<b>114,813</b>	<b>115,342</b>	<b>115,689</b>	<b>115,929</b>	
53	<b>General merchandise group stores . . .</b>	<b>22,708</b>	<b>23,001</b>	<b>23,276</b>	<b>23,091</b>	<b>23,091</b>	<b>23,346</b>	<b>23,355</b>	<b>23,634</b>	<b>23,800</b>	<b>24,042</b>	<b>24,045</b>	<b>24,204</b>	
531	Dept. stores (excl. leased depts.) . . . .	17,378	17,623	17,866	17,674	17,729	17,966	18,044	18,253	18,347	18,561	18,607	18,704	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	17,730	17,923	18,376	18,116	18,106	18,433	18,512	18,707	18,795	19,027	19,072	19,166	
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	4,157	4,225	4,371	4,235	4,179	4,230	4,248	4,267	4,283	4,321	4,323	4,306	
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	10,290	10,384	10,503	10,553	10,612	10,822	10,901	11,041	11,131	11,280	11,329	11,487	
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	3,283	3,314	3,502	3,328	3,315	3,381	3,363	3,399	3,381	3,426	3,420	3,373	
533	Variety stores . . . . .	762	776	787	801	788	801	747	784	795	799	801	801	
539	Misc. general merchandise stores . . . .	4,568	4,602	4,623	4,616	4,574	4,579	4,564	4,597	4,658	4,682	4,637	4,699	
54	<b>Food group stores . . . . .</b>	<b>32,334</b>	<b>32,591</b>	<b>32,682</b>	<b>32,527</b>	<b>32,686</b>	<b>32,893</b>	<b>32,801</b>	<b>33,082</b>	<b>33,244</b>	<b>33,154</b>	<b>33,294</b>	<b>33,232</b>	
541	Grocery stores . . . . .	30,705	30,973	31,056	30,908	31,045	31,269	31,169	31,427	31,548	31,438	31,571	31,500	
554	<b>Gasoline service stations . . . . .</b>	<b>11,921</b>	<b>12,133</b>	<b>12,177</b>	<b>12,020</b>	<b>12,008</b>	<b>12,220</b>	<b>12,408</b>	<b>12,712</b>	<b>12,709</b>	<b>12,747</b>	<b>12,858</b>	<b>12,924</b>	
56	<b>Apparel and accessory stores . . . . .</b>	<b>8,861</b>	<b>9,082</b>	<b>9,213</b>	<b>9,107</b>	<b>9,054</b>	<b>9,093</b>	<b>9,204</b>	<b>9,279</b>	<b>9,155</b>	<b>9,379</b>	<b>9,469</b>	<b>9,398</b>	
561	Men's and boys' clothing stores . . . . .	830	840	868	840	838	847	839	841	814	836	841	830	
562,3	Women's clothing, accessory stores . .	2,869	3,005	2,981	2,932	2,865	2,873	2,861	2,953	2,860	2,931	2,966	2,949	
566	Shoe stores . . . . .	1,571	1,574	1,593	1,570	1,594	1,580	1,634	1,612	1,636	1,649	1,656	1,639	
58	<b>Eating and drinking places . . . . .</b>	<b>17,344</b>	<b>18,210</b>	<b>18,422</b>	<b>18,375</b>	<b>18,363</b>	<b>18,560</b>	<b>18,719</b>	<b>18,580</b>	<b>18,651</b>	<b>18,789</b>	<b>18,867</b>	<b>18,962</b>	
591	Drug and proprietary stores . . . . .	6,747	6,665	6,760	6,734	6,793	6,812	6,861	6,955	6,940	6,954	6,993	6,990	
592	Liquor stores . . . . .	1,787	1,807	1,826	1,837	1,863	1,852	1,865	1,840	1,871	1,851	1,847	1,840	
5961	Total mail order . . . . .	3,745	3,738	3,848	3,881	3,839	3,844	3,757	3,848	3,850	3,870	3,902	3,943	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>47,017</b>	<b>48,042</b>	<b>48,691</b>	<b>48,509</b>	<b>48,599</b>	<b>49,186</b>	<b>49,339</b>	<b>50,039</b>	<b>50,193</b>	<b>50,935</b>	<b>50,961</b>	<b>51,132</b>	

See note  
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See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1993												
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>147,969</b>	<b>144,643</b>	<b>164,406</b>	<b>170,236</b>	<b>176,106</b>	<b>175,640</b>	<b>177,924</b>	<b>177,232</b>	<b>171,326</b>	<b>176,740</b>	<b>181,681</b>	<b>219,126</b>	<b>2,083,029</b>
	Total (excl. automotive dealers) . . .	116,819	112,890	126,246	130,338	135,872	133,737	136,124	136,750	132,236	137,640	143,837	181,223	1,623,712
	<b>Durable goods, total</b> . . . . .	<b>52,755</b>	<b>52,382</b>	<b>61,664</b>	<b>65,170</b>	<b>67,287</b>	<b>69,690</b>	<b>69,175</b>	<b>68,188</b>	<b>65,888</b>	<b>66,055</b>	<b>66,520</b>	<b>77,490</b>	<b>782,264</b>
52	<b>Building materials group stores</b> . . . . .	<b>6,621</b>	<b>6,652</b>	<b>8,239</b>	<b>9,608</b>	<b>10,722</b>	<b>10,555</b>	<b>10,101</b>	<b>9,979</b>	<b>9,816</b>	<b>9,923</b>	<b>9,396</b>	<b>9,402</b>	<b>111,014</b>
521,3,5	Building materials, supply, hardware stores . . . . .	5,962	6,012	7,280	8,155	8,960	9,052	8,849	8,751	8,537	8,599	8,360	7,984	96,501
521,3	Building materials, supply stores . . .	5,079	5,204	6,292	7,057	7,670	7,841	7,662	7,648	7,458	7,486	7,260	6,778	83,435
525	Hardware stores . . . . .	883	808	988	1,098	1,290	1,211	1,187	1,103	1,079	1,113	1,100	1,206	13,066
55 excl. 554	<b>Automotive dealers</b> . . . . .	<b>31,150</b>	<b>31,753</b>	<b>38,160</b>	<b>39,898</b>	<b>40,234</b>	<b>41,903</b>	<b>41,800</b>	<b>40,482</b>	<b>39,090</b>	<b>39,100</b>	<b>37,844</b>	<b>37,903</b>	<b>459,317</b>
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	29,038	29,611	35,662	37,286	37,608	39,114	39,006	37,720	36,444	36,421	35,272	35,454	428,636
551,2	Motor vehicle dealers . . . . .	27,886	28,434	33,887	35,239	35,179	36,977	36,742	35,894	34,754	34,967	34,024	34,161	408,144
551	Motor vehicle dealers (new & used) . . .	25,807	26,170	31,285	32,594	32,795	34,504	34,171	33,528	32,512	32,546	31,693	32,032	379,637
553	Auto and home supply stores . . . . .	2,112	2,142	2,498	2,612	2,626	2,789	2,794	2,762	2,646	2,679	2,572	2,449	30,681
57	<b>Furniture group stores</b> . . . . .	<b>7,842</b>	<b>7,278</b>	<b>8,124</b>	<b>7,959</b>	<b>8,179</b>	<b>8,471</b>	<b>8,723</b>	<b>8,698</b>	<b>8,608</b>	<b>8,832</b>	<b>9,909</b>	<b>12,922</b>	<b>105,545</b>
571	Furniture and home furn. stores . . . . .	4,105	3,866	4,301	4,307	4,474	4,503	4,648	4,635	4,518	4,673	5,100	5,611	54,741
5712	Furniture stores . . . . .	2,537	2,416	2,658	2,589	2,708	2,687	2,765	2,707	2,687	2,769	3,000	3,226	32,749
5713	Floor covering stores . . . . .	802	758	864	918	885	920	935	937	934	948	927	946	10,774
5722,31, 34	Household appliance, electronics stores . . .	2,963	2,699	3,066	2,932	3,006	3,216	3,454	3,389	3,406	3,428	4,009	5,829	41,397
5722	Household appliance stores . . . . .	632	587	663	698	726	804	922	822	747	780	812	955	9,148
5731,34	Radio, TV and computer stores . . . . .	2,331	2,112	2,403	2,234	2,280	2,412	2,532	2,567	2,659	2,648	3,197	4,874	32,249
5941	Sporting goods stores and bicycle shops . .	1,031	982	1,214	1,368	1,391	1,460	1,462	1,537	1,319	1,205	1,384	2,484	16,837
5942	Book stores . . . . .	990	566	600	581	612	618	608	984	905	670	693	1,276	9,103
5944	Jewelry stores . . . . .	805	1,006	906	1,010	1,251	1,275	1,284	1,275	1,196	1,218	1,568	3,846	16,640
	<b>Nondurable goods, total</b> . . . . .	<b>95,214</b>	<b>92,261</b>	<b>102,742</b>	<b>105,066</b>	<b>108,819</b>	<b>105,950</b>	<b>108,749</b>	<b>109,044</b>	<b>105,438</b>	<b>110,685</b>	<b>115,161</b>	<b>141,636</b>	<b>1,300,765</b>
53	<b>General merchandise group stores</b> . . . . .	<b>16,015</b>	<b>16,265</b>	<b>18,962</b>	<b>20,079</b>	<b>21,412</b>	<b>20,407</b>	<b>20,475</b>	<b>21,616</b>	<b>20,437</b>	<b>22,405</b>	<b>26,554</b>	<b>39,520</b>	<b>264,147</b>
531	Dept. stores (excl. leased depts.) . . . . .	11,826	11,984	14,190	15,109	16,071	15,272	15,306	16,460	15,475	17,081	20,354	30,717	199,845
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	12,102	12,290	14,539	15,487	16,456	15,638	15,658	16,843	15,855	17,461	20,823	31,377	204,529
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	2,685	3,056	3,686	3,786	3,982	3,700	3,533	4,135	3,954	4,188	5,277	8,532	50,514
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	7,003	6,997	8,060	8,868	9,584	9,149	9,271	9,526	9,030	10,044	11,561	16,829	115,922
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,414	2,237	2,793	2,833	2,890	2,789	2,854	3,182	2,871	3,229	3,985	6,016	38,093
533	Variety stores . . . . .	594	637	719	823	820	755	792	802	760	782	869	1,376	9,729
539	Misc. general merchandise stores . . . . .	3,595	3,644	4,053	4,147	4,521	4,380	4,377	4,354	4,202	4,542	5,331	7,427	54,573
54	<b>Food group stores</b> . . . . .	<b>30,754</b>	<b>28,835</b>	<b>31,190</b>	<b>31,557</b>	<b>32,622</b>	<b>32,050</b>	<b>33,675</b>	<b>31,941</b>	<b>31,375</b>	<b>32,039</b>	<b>31,545</b>	<b>35,347</b>	<b>382,930</b>
541	Grocery stores . . . . .	29,378	27,428	29,729	29,940	30,986	30,432	32,022	30,326	29,853	30,404	29,932	33,195	363,625
542	Meat, fish (seafood) markets . . . . .	445	419	445	490	485	503	518	506	464	459	477	629	5,840
546	Retail bakeries . . . . .	387	415	439	449	479	463	466	491	481	551	527	573	5,721
554	<b>Gasoline service stations</b> . . . . .	<b>10,838</b>	<b>10,495</b>	<b>11,472</b>	<b>11,678</b>	<b>12,339</b>	<b>12,283</b>	<b>12,629</b>	<b>12,408</b>	<b>11,668</b>	<b>12,225</b>	<b>11,795</b>	<b>11,773</b>	<b>141,603</b>
56	<b>Apparel and accessory stores</b> . . . . .	<b>6,635</b>	<b>6,466</b>	<b>7,816</b>	<b>8,807</b>	<b>8,772</b>	<b>8,316</b>	<b>8,483</b>	<b>9,321</b>	<b>8,792</b>	<b>9,100</b>	<b>10,157</b>	<b>14,923</b>	<b>107,588</b>
561	Men's and boys' clothing stores . . . . .	695	618	707	798	811	793	723	732	750	838	917	1,604	9,986
562,3	Women's clothing, accessory stores . . . . .	2,406	2,274	2,720	3,068	3,191	2,867	2,893	2,948	2,943	3,061	3,315	4,740	36,426
562	Women's ready-to-wear stores . . . . .	2,133	2,013	2,452	2,772	2,885	2,562	2,549	2,637	2,633	2,725	2,936	4,191	32,488
565	Family clothing stores . . . . .	1,943	1,993	2,416	2,690	2,657	2,624	2,781	3,063	2,826	3,098	3,723	5,598	35,412
566	Shoe stores . . . . .	1,143	1,130	1,401	1,625	1,571	1,522	1,502	1,843	1,612	1,480	1,563	2,117	18,509
58	<b>Eating and drinking places</b> . . . . .	<b>16,042</b>	<b>15,441</b>	<b>17,211</b>	<b>17,621</b>	<b>18,459</b>	<b>18,346</b>	<b>18,877</b>	<b>19,105</b>	<b>17,853</b>	<b>18,466</b>	<b>17,188</b>	<b>18,081</b>	<b>212,690</b>
5812	Eating places . . . . .	15,062	14,505	16,175	16,551	17,391	17,321	17,773	18,048	16,878	17,430	16,207	17,092	200,433
5812 pt.	Restaurants, lunchrooms, cafeterias . . .	8,261	8,049	8,779	8,987	9,427	9,309	9,579	9,894	9,179	9,553	8,838	9,224	109,079
5812 pt.	Refreshment places . . . . .	6,649	6,310	7,216	7,369	7,693	7,722	7,965	7,914	7,458	7,633	7,160	7,614	88,703
5813	Drinking places (alcoholic bev.) . . . . .	980	936	1,036	1,070	1,068	1,025	1,104	1,057	975	1,036	981	989	12,257
591	Drug and proprietary stores . . . . .	6,175	6,209	6,652	6,663	6,600	6,524	6,542	6,418	6,314	6,484	6,539	8,664	79,784
592	Liquor stores . . . . .	1,599	1,521	1,671	1,710	1,796	1,795	1,956	1,784	1,715	1,767	1,792	2,455	21,561
596	Nonstore retailers <sup>2</sup> . . . . .	4,311	4,124	4,928	4,595	4,585	4,220	4,182	4,469	5,164	5,730	6,883	7,404	60,595
5961	Total mail order . . . . .	2,996	2,660	3,239	2,893	2,708	2,619	2,594	2,853	3,278	3,936	5,052	5,685	40,513
598	Fuel dealers . . . . .	1,688	1,686	1,683	1,081	869	852	817	892	1,003	1,234	1,473	1,868	15,146
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>35,364</b>	<b>34,603</b>	<b>39,817</b>	<b>42,201</b>	<b>43,997</b>	<b>42,977</b>	<b>43,480</b>	<b>45,837</b>	<b>43,599</b>	<b>46,027</b>	<b>53,766</b>	<b>81,692</b>	<b>553,360</b>
594	Misc. shopping goods stores . . . . .	4,872	4,594	4,915	5,356	5,634	5,783	5,799	6,202	5,762	5,690	7,146	14,327	76,080

See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1993												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>169,182</b>	<b>168,392</b>	<b>166,469</b>	<b>170,874</b>	<b>172,053</b>	<b>172,357</b>	<b>174,203</b>	<b>174,610</b>	<b>175,235</b>	<b>177,708</b>	<b>179,470</b>	<b>180,819</b>	
	Total (excl. automotive dealers) . .	132,918	132,886	131,153	133,760	134,320	134,592	135,379	135,638	136,547	137,606	138,077	138,790	
	<b>Durable goods, total . . . . .</b>	<b>62,510</b>	<b>61,067</b>	<b>60,603</b>	<b>63,176</b>	<b>64,162</b>	<b>64,628</b>	<b>65,815</b>	<b>66,205</b>	<b>66,029</b>	<b>67,707</b>	<b>69,187</b>	<b>70,468</b>	
52	<b>Building materials group stores . . . . .</b>	<b>8,836</b>	<b>8,883</b>	<b>8,691</b>	<b>8,878</b>	<b>9,181</b>	<b>9,107</b>	<b>9,127</b>	<b>9,304</b>	<b>9,336</b>	<b>9,629</b>	<b>9,741</b>	<b>10,170</b>	
521,3	Building materials, supply stores . . . .	6,639	6,776	6,575	6,702	6,885	6,830	6,847	6,997	7,009	7,123	7,393	7,641	
525	Hardware stores . . . . .	1,070	1,066	1,061	1,052	1,116	1,080	1,098	1,100	1,099	1,095	1,101	1,110	
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>36,264</b>	<b>35,506</b>	<b>35,316</b>	<b>37,114</b>	<b>37,733</b>	<b>37,765</b>	<b>38,824</b>	<b>38,972</b>	<b>38,688</b>	<b>40,102</b>	<b>41,393</b>	<b>42,029</b>	
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	33,765	32,938	32,808	34,588	35,181	35,206	36,251	36,374	36,119	37,509	38,803	39,481	
553	Auto and home supply stores . . . . .	2,499	2,568	2,508	2,526	2,552	2,559	2,573	2,598	2,569	2,593	2,590	2,548	
57	<b>Furniture group stores . . . . .</b>	<b>8,571</b>	<b>8,377</b>	<b>8,360</b>	<b>8,536</b>	<b>8,603</b>	<b>8,743</b>	<b>8,825</b>	<b>8,864</b>	<b>8,962</b>	<b>9,004</b>	<b>9,086</b>	<b>9,154</b>	
571	Furniture and home furn. stores . . . . .	4,571	4,439	4,375	4,482	4,519	4,535	4,588	4,580	4,591	4,618	4,641	4,653	
5722,31, 34	Household appliance, electronics stores	3,152	3,127	3,187	3,254	3,289	3,368	3,550	3,538	3,631	3,605	3,675	3,722	
	<b>Nondurable goods, total . . . . .</b>	<b>106,672</b>	<b>107,325</b>	<b>105,866</b>	<b>107,698</b>	<b>107,891</b>	<b>107,729</b>	<b>108,388</b>	<b>108,405</b>	<b>109,206</b>	<b>110,001</b>	<b>110,283</b>	<b>110,351</b>	
53	<b>General merchandise group stores . . .</b>	<b>21,509</b>	<b>21,539</b>	<b>20,979</b>	<b>21,712</b>	<b>21,839</b>	<b>21,740</b>	<b>22,183</b>	<b>22,198</b>	<b>22,308</b>	<b>22,539</b>	<b>22,618</b>	<b>22,555</b>	See note 5
531	Dept. stores (excl. leased depts.) . . . .	16,222	16,151	15,645	16,316	16,466	16,422	16,765	16,813	16,931	17,167	17,176	17,189	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	16,594	16,408	16,077	16,663	16,861	16,845	17,174	17,194	17,358	17,569	17,566	17,599	
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	4,262	4,221	4,105	4,216	4,223	4,224	4,206	4,228	4,197	4,213	4,228	4,197	
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	9,130	9,123	8,906	9,354	9,517	9,501	9,800	9,800	9,978	10,094	10,106	10,132	
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	3,202	3,064	3,066	3,093	3,121	3,120	3,168	3,166	3,183	3,262	3,232	3,270	
533	Variety stores . . . . .	816	810	811	824	838	821	835	845	834	789	802	756	
539	Misc. general merchandise stores . . . .	4,471	4,578	4,523	4,572	4,535	4,497	4,583	4,540	4,543	4,583	4,640	4,610	
54	<b>Food group stores . . . . .</b>	<b>31,708</b>	<b>32,025</b>	<b>31,486</b>	<b>31,861</b>	<b>31,806</b>	<b>31,777</b>	<b>31,948</b>	<b>31,830</b>	<b>31,857</b>	<b>32,166</b>	<b>32,158</b>	<b>32,328</b>	
541	Grocery stores . . . . .	30,162	30,442	29,969	30,273	30,201	30,161	30,324	30,205	30,246	30,526	30,512	30,679	
554	<b>Gasoline service stations . . . . .</b>	<b>11,679</b>	<b>11,994</b>	<b>11,913</b>	<b>11,904</b>	<b>11,933</b>	<b>11,743</b>	<b>11,770</b>	<b>11,596</b>	<b>11,645</b>	<b>11,869</b>	<b>11,902</b>	<b>11,785</b>	
56	<b>Apparel and accessory stores . . . . .</b>	<b>9,184</b>	<b>8,814</b>	<b>8,431</b>	<b>8,933</b>	<b>8,963</b>	<b>8,953</b>	<b>9,011</b>	<b>8,969</b>	<b>9,051</b>	<b>9,069</b>	<b>9,118</b>	<b>8,979</b>	
561	Men's and boys' clothing stores . . . .	832	830	834	836	827	836	840	821	816	830	832	842	
562,3	Women's clothing, accessory stores . .	3,328	3,048	2,875	3,062	3,083	3,060	3,111	3,033	3,043	3,031	3,014	2,899	
566	Shoe stores . . . . .	1,518	1,489	1,428	1,530	1,545	1,563	1,536	1,579	1,582	1,556	1,566	1,585	
58	<b>Eating and drinking places . . . . .</b>	<b>17,343</b>	<b>17,272</b>	<b>17,297</b>	<b>17,533</b>	<b>17,630</b>	<b>17,743</b>	<b>17,642</b>	<b>17,956</b>	<b>18,162</b>	<b>18,068</b>	<b>17,998</b>	<b>18,027</b>	
591	Drug and proprietary stores . . . . .	6,432	6,684	6,580	6,643	6,587	6,678	6,703	6,616	6,660	6,650	6,679	6,871	
592	Liquor stores . . . . .	1,809	1,815	1,805	1,794	1,796	1,800	1,801	1,789	1,781	1,787	1,794	1,785	
5961	Total mail order . . . . .	3,150	3,167	3,166	3,141	3,106	3,096	3,110	3,253	3,461	3,624	3,723	3,787	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>45,423</b>	<b>44,582</b>	<b>43,685</b>	<b>45,460</b>	<b>45,651</b>	<b>45,812</b>	<b>46,477</b>	<b>46,478</b>	<b>46,759</b>	<b>46,970</b>	<b>47,271</b>	<b>47,230</b>	

See footnotes at end of table.



**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1992												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>141,269</b>	<b>142,275</b>	<b>153,844</b>	<b>158,174</b>	<b>164,923</b>	<b>163,456</b>	<b>164,783</b>	<b>165,263</b>	<b>159,495</b>	<b>168,134</b>	<b>166,413</b>	<b>203,560</b>	<b>1,951,589</b>
	Total (excl. automotive dealers) . . .	112,399	111,915	119,713	123,004	129,405	126,003	127,911	130,783	124,522	132,439	135,025	171,535	1,544,654
	<b>Durable goods, total</b> . . . . .	<b>48,956</b>	<b>50,668</b>	<b>56,230</b>	<b>58,468</b>	<b>60,488</b>	<b>62,730</b>	<b>61,820</b>	<b>59,398</b>	<b>59,382</b>	<b>60,778</b>	<b>56,617</b>	<b>68,069</b>	<b>703,604</b>
52	<b>Building materials group stores</b> . . . . .	<b>6,293</b>	<b>6,482</b>	<b>7,738</b>	<b>8,863</b>	<b>9,779</b>	<b>9,666</b>	<b>9,284</b>	<b>8,802</b>	<b>8,929</b>	<b>9,071</b>	<b>7,815</b>	<b>8,116</b>	<b>100,838</b>
521,3,5	Building materials, supply, hardware stores . . . . .	5,703	5,740	6,756	7,504	8,116	8,315	8,187	7,862	7,917	8,026	6,992	6,969	88,087
521,3	Building materials, supply stores . . .	4,848	4,913	5,791	6,424	6,880	7,145	7,043	6,779	6,863	6,919	5,952	5,801	75,358
525	Hardware stores . . . . .	855	827	965	1,080	1,236	1,170	1,144	1,083	1,054	1,107	1,040	1,168	12,729
55 excl. 554	<b>Automotive dealers</b> . . . . .	<b>28,870</b>	<b>30,360</b>	<b>34,131</b>	<b>35,170</b>	<b>35,518</b>	<b>37,453</b>	<b>36,872</b>	<b>34,480</b>	<b>34,973</b>	<b>35,695</b>	<b>31,388</b>	<b>32,025</b>	<b>406,935</b>
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	26,762	28,253	31,749	32,665	32,964	34,771	34,178	31,881	32,399	32,987	28,941	29,568	377,118
551,2	Motor vehicle dealers . . . . .	25,748	27,032	30,223	30,672	31,179	32,907	32,311	30,261	31,088	31,692	27,914	28,285	359,312
551	Motor vehicle dealers (new & used) . . .	23,867	24,909	27,927	27,952	28,939	30,644	30,012	28,137	29,039	29,507	26,209	26,659	333,801
553	Auto and home supply stores . . . . .	2,108	2,107	2,382	2,505	2,554	2,682	2,694	2,599	2,574	2,708	2,447	2,457	29,817
57	<b>Furniture group stores</b> . . . . .	<b>7,263</b>	<b>7,168</b>	<b>7,549</b>	<b>7,377</b>	<b>7,567</b>	<b>7,805</b>	<b>7,995</b>	<b>7,944</b>	<b>7,784</b>	<b>8,154</b>	<b>8,697</b>	<b>11,644</b>	<b>96,947</b>
571	Furniture and home furn. stores . . . . .	3,858	3,924	4,135	4,135	4,283	4,362	4,442	4,452	4,292	4,475	4,668	5,322	52,348
5712	Furniture stores . . . . .	2,378	2,450	2,560	2,504	2,586	2,564	2,614	2,613	2,557	2,639	2,731	3,020	31,216
5713	Floor covering stores . . . . .	738	738	851	883	847	951	903	898	884	920	892	913	10,418
5722,31, 34	Household appliance, electronics stores . . . . .	2,730	2,583	2,731	2,605	2,679	2,833	2,917	2,829	2,813	2,975	3,279	4,828	35,802
5722	Household appliance stores . . . . .	621	590	641	649	664	744	759	719	671	718	736	895	8,407
5731,34	Radio, TV and computer stores . . . . .	2,109	1,993	2,090	1,956	2,015	2,089	2,158	2,110	2,142	2,257	2,543	3,933	27,395
5941	Sporting goods stores and bicycle shops . . . . .	998	1,122	1,234	1,278	1,300	1,335	1,336	1,370	1,198	1,112	1,197	2,137	15,617
5942	Book stores . . . . .	813	548	541	526	553	587	589	889	854	640	636	1,153	8,329
5944	Jewelry stores . . . . .	813	1,042	930	985	1,190	1,111	1,051	1,103	1,046	1,135	1,378	3,475	15,259
	<b>Nondurable goods, total</b> . . . . .	<b>92,313</b>	<b>91,607</b>	<b>97,614</b>	<b>99,706</b>	<b>104,435</b>	<b>100,726</b>	<b>102,963</b>	<b>105,865</b>	<b>100,113</b>	<b>107,356</b>	<b>109,796</b>	<b>135,491</b>	<b>1,247,985</b>
53	<b>General merchandise group stores</b> . . . . .	<b>14,891</b>	<b>15,871</b>	<b>17,812</b>	<b>18,670</b>	<b>19,900</b>	<b>18,697</b>	<b>18,462</b>	<b>20,403</b>	<b>18,654</b>	<b>20,865</b>	<b>24,969</b>	<b>37,226</b>	<b>246,420</b>
531	Dept. stores (excl. leased depts.) . . . . .	10,829	11,839	13,567	14,158	15,054	14,070	13,808	15,546	14,035	15,782	19,073	28,662	186,423
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	11,087	12,144	13,912	14,520	15,404	14,400	14,123	15,893	14,383	16,159	19,497	29,263	190,785
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	2,706	3,250	3,705	3,854	4,056	3,671	3,578	4,226	3,957	4,322	5,353	8,623	51,301
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	6,154	6,620	7,477	7,925	8,592	8,089	7,958	8,600	7,741	8,874	10,290	15,081	103,401
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,227	2,274	2,730	2,741	2,756	2,640	2,587	3,067	2,685	2,963	3,854	5,559	36,083
533	Variety stores . . . . .	618	667	683	784	765	705	724	741	679	797	856	1,497	9,516
539	Misc. general merchandise stores . . . . .	3,444	3,365	3,562	3,728	4,081	3,922	3,930	4,116	3,940	4,286	5,040	7,067	50,481
54	<b>Food group stores</b> . . . . .	<b>30,336</b>	<b>29,204</b>	<b>30,360</b>	<b>30,828</b>	<b>32,247</b>	<b>31,325</b>	<b>32,906</b>	<b>31,980</b>	<b>30,701</b>	<b>31,982</b>	<b>30,912</b>	<b>34,318</b>	<b>377,099</b>
541	Grocery stores . . . . .	28,907	27,767	28,846	29,230	30,619	29,748	31,290	30,426	29,207	30,406	29,413	32,289	358,148
542	Meat, fish (seafood) markets . . . . .	423	410	445	481	479	515	561	527	497	500	498	636	5,972
546	Retail bakeries . . . . .	465	471	494	474	522	479	457	461	460	514	446	489	5,732
554	<b>Gasoline service stations</b> . . . . .	<b>10,508</b>	<b>10,071</b>	<b>10,725</b>	<b>10,885</b>	<b>11,836</b>	<b>11,874</b>	<b>12,225</b>	<b>12,218</b>	<b>11,569</b>	<b>12,002</b>	<b>11,418</b>	<b>11,619</b>	<b>136,950</b>
56	<b>Apparel and accessory stores</b> . . . . .	<b>6,068</b>	<b>6,441</b>	<b>7,505</b>	<b>8,370</b>	<b>8,343</b>	<b>8,048</b>	<b>8,024</b>	<b>9,348</b>	<b>8,475</b>	<b>9,065</b>	<b>9,738</b>	<b>14,787</b>	<b>104,212</b>
561	Men's and boys' clothing stores . . . . .	709	664	736	819	860	855	714	775	761	839	913	1,552	10,197
562,3	Women's clothing, accessory stores . . . . .	2,098	2,215	2,637	2,914	3,043	2,724	2,684	3,005	2,875	3,127	3,361	5,067	35,750
562	Women's ready-to-wear stores . . . . .	1,867	1,986	2,396	2,658	2,746	2,420	2,371	2,658	2,564	2,763	2,959	4,440	31,828
565	Family clothing stores . . . . .	1,686	1,899	2,185	2,467	2,430	2,528	2,657	3,043	2,676	2,976	3,376	5,299	33,222
566	Shoe stores . . . . .	1,160	1,221	1,417	1,625	1,519	1,460	1,416	1,796	1,543	1,494	1,481	1,990	18,122
58	<b>Eating and drinking places</b> . . . . .	<b>15,399</b>	<b>15,573</b>	<b>16,595</b>	<b>16,262</b>	<b>17,409</b>	<b>16,602</b>	<b>17,110</b>	<b>17,697</b>	<b>16,257</b>	<b>17,445</b>	<b>16,534</b>	<b>17,281</b>	<b>200,164</b>
5812	Eating places . . . . .	14,412	14,583	15,542	15,232	16,351	15,593	16,063	16,637	15,261	16,365	15,501	16,218	187,758
5812 pt.	Restaurants, lunchrooms, cafeterias . . . . .	8,124	8,222	8,624	8,368	9,031	8,424	8,776	9,109	8,385	9,021	8,634	8,897	103,615
5812 pt.	Refreshment places . . . . .	6,127	6,185	6,700	6,641	7,055	6,899	7,090	7,300	6,629	7,104	6,656	7,071	81,457
5813	Drinking places (alcoholic bev.) . . . . .	987	990	1,053	1,030	1,058	1,009	1,047	1,060	996	1,080	1,033	1,063	12,406
591	Drug and proprietary stores . . . . .	6,318	6,255	6,401	6,561	6,488	6,347	6,245	6,293	6,090	6,457	6,191	8,142	77,788
592	Liquor stores . . . . .	1,576	1,590	1,630	1,696	1,831	1,770	1,897	1,840	1,743	1,852	1,802	2,471	21,698
596	Nonstore retailers <sup>2</sup> . . . . .	4,393	3,899	4,177	4,114	4,104	4,217	4,324	4,276	4,626	5,245	5,629	6,179	55,183
5961	Total mail order . . . . .	2,749	2,322	2,495	2,521	2,519	2,631	2,694	2,680	2,950	3,466	3,954	4,557	35,538
598	Fuel dealers . . . . .	1,813	1,494	1,371	1,162	947	789	733	768	921	1,178	1,294	1,732	14,202
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>32,849</b>	<b>34,260</b>	<b>37,646</b>	<b>39,393</b>	<b>41,142</b>	<b>39,871</b>	<b>39,774</b>	<b>43,395</b>	<b>40,238</b>	<b>43,558</b>	<b>49,984</b>	<b>77,120</b>	<b>519,230</b>
594	Misc. shopping goods stores . . . . .	4,627	4,780	4,780	4,976	5,332	5,321	5,293	5,700	5,325	5,474	6,580	13,463	71,651

See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1992												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>158,630</b>	<b>159,792</b>	<b>158,620</b>	<b>159,366</b>	<b>160,161</b>	<b>160,714</b>	<b>161,674</b>	<b>162,183</b>	<b>163,997</b>	<b>166,306</b>	<b>166,310</b>	<b>167,881</b>	
	Total (excl. automotive dealers) . .	126,297	126,715	126,099	126,439	127,147	126,989	127,677	128,699	129,386	130,762	130,894	132,234	
	<b>Durable goods, total . . . . .</b>	<b>56,188</b>	<b>57,314</b>	<b>56,717</b>	<b>57,004</b>	<b>57,250</b>	<b>58,096</b>	<b>58,584</b>	<b>58,117</b>	<b>59,538</b>	<b>60,745</b>	<b>60,440</b>	<b>61,437</b>	
52	<b>Building materials group stores . . . . .</b>	<b>8,110</b>	<b>8,436</b>	<b>8,369</b>	<b>8,235</b>	<b>8,340</b>	<b>8,315</b>	<b>8,348</b>	<b>8,288</b>	<b>8,500</b>	<b>8,571</b>	<b>8,378</b>	<b>8,764</b>	
521,3	Building materials, supply stores . . . .	6,090	6,195	6,234	6,141	6,187	6,186	6,266	6,248	6,420	6,395	6,285	6,547	
525	Hardware stores . . . . .	1,029	1,042	1,060	1,033	1,068	1,050	1,062	1,066	1,070	1,072	1,064	1,083	
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>32,333</b>	<b>33,077</b>	<b>32,521</b>	<b>32,927</b>	<b>33,014</b>	<b>33,725</b>	<b>33,997</b>	<b>33,484</b>	<b>34,611</b>	<b>35,544</b>	<b>35,416</b>	<b>35,647</b>	
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	29,902	30,610	30,065	30,500	30,551	31,269	31,530	31,013	32,110	32,987	32,888	33,111	
553	Auto and home supply stores . . . . .	2,431	2,467	2,456	2,427	2,463	2,456	2,467	2,471	2,501	2,557	2,528	2,536	
57	<b>Furniture group stores . . . . .</b>	<b>7,849</b>	<b>7,884</b>	<b>7,878</b>	<b>7,876</b>	<b>7,871</b>	<b>7,984</b>	<b>8,072</b>	<b>8,057</b>	<b>8,098</b>	<b>8,171</b>	<b>8,207</b>	<b>8,415</b>	
571	Furniture and home furn. stores . . . . .	4,226	4,275	4,276	4,289	4,283	4,375	4,407	4,386	4,362	4,353	4,379	4,491	
5722,31, 34	Household appliance, electronics stores	2,889	2,892	2,875	2,882	2,906	2,921	2,958	2,953	3,005	3,077	3,096	3,119	
	<b>Nondurable goods, total . . . . .</b>	<b>102,442</b>	<b>102,478</b>	<b>101,903</b>	<b>102,362</b>	<b>102,911</b>	<b>102,618</b>	<b>103,090</b>	<b>104,066</b>	<b>104,459</b>	<b>105,561</b>	<b>105,870</b>	<b>106,444</b>	
53	<b>General merchandise group stores . . .</b>	<b>20,087</b>	<b>20,342</b>	<b>19,942</b>	<b>20,017</b>	<b>20,174</b>	<b>20,156</b>	<b>20,189</b>	<b>20,585</b>	<b>20,774</b>	<b>20,941</b>	<b>20,988</b>	<b>21,195</b>	
531	Dept. stores (excl. leased depts.) . . . .	14,957	15,435	15,091	15,126	15,330	15,277	15,257	15,546	15,682	15,829	15,881	16,084	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	15,364	15,707	15,431	15,462	15,671	15,685	15,627	15,937	16,048	16,226	16,231	16,425	
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	4,255	4,357	4,196	4,207	4,261	4,239	4,239	4,252	4,287	4,305	4,269	4,299	
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	8,140	8,338	8,271	8,298	8,440	8,506	8,520	8,687	8,717	8,919	8,886	9,041	
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,969	3,012	2,964	2,957	2,970	2,940	2,868	2,998	3,044	3,002	3,076	3,085	
533	Variety stores . . . . .	830	823	780	781	775	781	769	769	772	787	785	825	
539	Misc. general merchandise stores . . . .	4,300	4,084	4,071	4,110	4,069	4,098	4,163	4,270	4,320	4,325	4,322	4,286	
54	<b>Food group stores . . . . .</b>	<b>31,181</b>	<b>31,062</b>	<b>30,962</b>	<b>31,189</b>	<b>31,176</b>	<b>31,179</b>	<b>31,402</b>	<b>31,476</b>	<b>31,410</b>	<b>31,722</b>	<b>31,654</b>	<b>31,710</b>	
541	Grocery stores . . . . .	29,588	29,508	29,375	29,615	29,612	29,600	29,828	29,917	29,834	30,135	30,105	30,120	
554	<b>Gasoline service stations . . . . .</b>	<b>11,203</b>	<b>11,128</b>	<b>11,266</b>	<b>11,256</b>	<b>11,392</b>	<b>11,374</b>	<b>11,415</b>	<b>11,440</b>	<b>11,500</b>	<b>11,496</b>	<b>11,604</b>	<b>11,642</b>	
56	<b>Apparel and accessory stores . . . . .</b>	<b>8,243</b>	<b>8,416</b>	<b>8,296</b>	<b>8,410</b>	<b>8,474</b>	<b>8,668</b>	<b>8,626</b>	<b>8,789</b>	<b>8,888</b>	<b>8,865</b>	<b>8,831</b>	<b>9,022</b>	
561	Men's and boys' clothing stores . . . . .	854	863	869	854	861	901	840	850	857	824	818	827	
562,3	Women's clothing, accessory stores . .	2,839	2,836	2,860	2,885	2,954	2,939	2,902	2,996	3,020	3,033	3,083	3,141	
566	Shoe stores . . . . .	1,505	1,536	1,503	1,494	1,494	1,510	1,491	1,511	1,534	1,528	1,502	1,497	
58	<b>Eating and drinking places . . . . .</b>	<b>16,738</b>	<b>16,745</b>	<b>16,695</b>	<b>16,360</b>	<b>16,470</b>	<b>15,979</b>	<b>16,157</b>	<b>16,508</b>	<b>16,572</b>	<b>16,986</b>	<b>17,386</b>	<b>17,368</b>	
591	Drug and proprietary stores . . . . .	6,480	6,495	6,472	6,535	6,508	6,470	6,412	6,468	6,444	6,509	6,416	6,436	
592	Liquor stores . . . . .	1,773	1,797	1,793	1,808	1,806	1,779	1,778	1,811	1,818	1,841	1,835	1,821	
5961	Total mail order . . . . .	2,752	2,651	2,546	2,776	2,885	3,021	3,114	3,066	3,092	3,111	3,060	3,154	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>41,941</b>	<b>42,457</b>	<b>41,938</b>	<b>42,171</b>	<b>42,353</b>	<b>42,701</b>	<b>42,821</b>	<b>43,400</b>	<b>43,670</b>	<b>43,986</b>	<b>44,091</b>	<b>44,816</b>	

See note  
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See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1991												
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
	<b>Unadjusted</b>													
	<b>Retail sales, total . . . . .</b>	<b>133,940</b>	<b>131,203</b>	<b>152,214</b>	<b>151,138</b>	<b>162,806</b>	<b>156,907</b>	<b>157,578</b>	<b>162,703</b>	<b>149,213</b>	<b>154,903</b>	<b>158,565</b>	<b>184,767</b>	<b>1,855,937</b>
	Total (excl. automotive dealers) . . .	108,228	104,072	120,026	118,012	127,872	123,251	123,508	129,760	117,744	123,525	130,114	157,178	1,483,290
	<b>Durable goods, total . . . . .</b>	<b>44,580</b>	<b>45,911</b>	<b>53,496</b>	<b>55,690</b>	<b>59,323</b>	<b>57,052</b>	<b>57,556</b>	<b>56,953</b>	<b>53,685</b>	<b>54,368</b>	<b>52,167</b>	<b>59,193</b>	<b>649,974</b>
52	<b>Building materials group stores . . . . .</b>	<b>5,657</b>	<b>5,685</b>	<b>6,816</b>	<b>8,426</b>	<b>9,113</b>	<b>8,579</b>	<b>8,662</b>	<b>8,418</b>	<b>7,859</b>	<b>8,145</b>	<b>7,226</b>	<b>6,910</b>	<b>91,496</b>
521,3,5	Building materials, supply, hardware stores . . . . .	5,022	4,956	5,948	7,146	7,667	7,537	7,626	7,528	6,988	7,326	6,503	6,097	80,344
521,3	Building materials, supply stores . . .	4,192	4,162	4,997	6,045	6,472	6,424	6,561	6,472	6,022	6,311	5,486	5,052	68,196
525	Hardware stores . . . . .	830	794	951	1,101	1,195	1,113	1,065	1,056	966	1,015	1,017	1,045	12,148
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>25,712</b>	<b>27,131</b>	<b>32,188</b>	<b>33,126</b>	<b>34,934</b>	<b>33,656</b>	<b>34,070</b>	<b>32,943</b>	<b>31,469</b>	<b>31,378</b>	<b>28,451</b>	<b>27,589</b>	<b>372,647</b>
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	23,580	25,118	29,828	30,521	32,212	30,966	31,346	30,272	28,985	28,809	26,076	25,305	343,018
551,2	Motor vehicle dealers . . . . .	22,545	23,857	28,099	28,683	30,203	29,027	29,675	28,750	27,673	27,369	24,960	24,333	325,174
551	Motor vehicle dealers (new & used) . . .	21,003	22,024	25,824	26,393	28,042	26,911	27,728	26,800	25,612	25,296	23,003	22,614	301,250
553	Auto and home supply stores . . . . .	2,132	2,013	2,360	2,605	2,722	2,690	2,724	2,671	2,484	2,569	2,375	2,284	29,629
57	<b>Furniture group stores . . . . .</b>	<b>6,739</b>	<b>6,565</b>	<b>7,325</b>	<b>7,247</b>	<b>7,625</b>	<b>7,476</b>	<b>7,701</b>	<b>7,824</b>	<b>7,312</b>	<b>7,594</b>	<b>8,136</b>	<b>10,132</b>	<b>91,676</b>
571	Furniture and home furn. stores . . . . .	3,660	3,632	4,032	4,060	4,267	4,037	4,145	4,273	3,978	4,206	4,453	4,726	49,469
5712	Furniture stores . . . . .	2,221	2,283	2,534	2,525	2,615	2,481	2,526	2,549	2,443	2,584	2,687	2,757	30,205
5713	Floor covering stores . . . . .	760	713	816	845	893	850	895	941	832	856	872	802	10,075
5722,31, 34	Household appliance, electronics stores . . . . .	2,478	2,337	2,630	2,561	2,700	2,751	2,887	2,827	2,623	2,700	2,926	4,149	33,569
5722	Household appliance stores . . . . .	596	561	643	678	739	712	777	717	612	674	713	840	8,262
5731,34	Radio, TV and computer stores . . . . .	1,882	1,776	1,987	1,883	1,961	2,039	2,110	2,110	2,011	2,026	2,213	3,309	25,307
5941	Sporting goods stores and bicycle shops . .	945	991	1,151	1,190	1,287	1,332	1,299	1,430	1,236	1,091	1,205	1,908	15,065
5942	Book stores . . . . .	750	499	520	497	523	529	539	807	778	597	655	1,037	7,731
5944	Jewelry stores . . . . .	821	998	967	1,012	1,313	1,099	1,021	1,058	963	1,080	1,329	3,071	14,732
	<b>Nondurable goods, total . . . . .</b>	<b>89,360</b>	<b>85,292</b>	<b>98,718</b>	<b>95,448</b>	<b>103,483</b>	<b>99,855</b>	<b>100,022</b>	<b>105,750</b>	<b>95,528</b>	<b>100,535</b>	<b>106,398</b>	<b>125,574</b>	<b>1,205,963</b>
53	<b>General merchandise group stores . . . . .</b>	<b>13,082</b>	<b>13,431</b>	<b>17,370</b>	<b>16,909</b>	<b>18,878</b>	<b>17,840</b>	<b>17,030</b>	<b>19,281</b>	<b>16,922</b>	<b>18,711</b>	<b>23,310</b>	<b>33,966</b>	<b>226,730</b>
531	Dept. stores (excl. leased depts.) . . . . .	9,754	10,241	13,383	13,052	14,229	13,404	12,801	14,855	12,887	14,221	17,915	26,180	172,922
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	10,017	10,555	13,780	13,429	14,595	13,726	13,102	15,233	13,206	14,579	18,320	26,755	177,297
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	2,591	2,998	3,996	3,765	4,131	3,688	3,550	4,363	3,853	4,188	5,295	8,230	50,648
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	5,357	5,540	7,080	6,992	7,762	7,382	6,982	7,869	6,802	7,596	9,344	13,417	92,123
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,069	2,017	2,704	2,672	2,702	2,656	2,570	3,001	2,551	2,795	3,681	5,108	34,526
533	Variety stores . . . . .	493	518	669	613	683	622	631	701	608	681	804	1,318	8,341
539	Misc. general merchandise stores . . . . .	2,835	2,672	3,318	3,244	3,966	3,814	3,598	3,725	3,427	3,809	4,591	6,468	45,467
54	<b>Food group stores . . . . .</b>	<b>29,958</b>	<b>27,879</b>	<b>31,752</b>	<b>29,970</b>	<b>33,090</b>	<b>32,032</b>	<b>32,345</b>	<b>32,833</b>	<b>29,992</b>	<b>30,818</b>	<b>31,276</b>	<b>32,578</b>	<b>374,523</b>
541	Grocery stores . . . . .	28,458	26,358	30,046	28,332	31,271	30,229	30,576	31,089	28,420	29,228	29,686	30,638	354,331
542	Meat, fish (seafood) markets . . . . .	462	438	495	457	518	488	498	509	458	449	457	575	5,804
546	Retail bakeries . . . . .	417	425	457	429	449	452	454	476	464	481	478	521	5,503
554	<b>Gasoline service stations . . . . .</b>	<b>11,297</b>	<b>10,064</b>	<b>10,883</b>	<b>11,052</b>	<b>11,960</b>	<b>11,846</b>	<b>12,091</b>	<b>12,406</b>	<b>11,350</b>	<b>11,678</b>	<b>11,360</b>	<b>11,308</b>	<b>137,295</b>
56	<b>Apparel and accessory stores . . . . .</b>	<b>5,720</b>	<b>5,885</b>	<b>8,046</b>	<b>7,675</b>	<b>8,150</b>	<b>7,635</b>	<b>7,476</b>	<b>9,115</b>	<b>7,667</b>	<b>7,973</b>	<b>9,141</b>	<b>12,958</b>	<b>97,441</b>
561	Men's and boys' clothing stores . . . . .	688	627	797	836	875	849	707	809	791	851	986	1,619	10,435
562,3	Women's clothing, accessory stores . . .	1,950	1,993	2,675	2,658	2,858	2,560	2,584	2,856	2,613	2,773	3,108	4,237	32,865
562	Women's ready-to-wear stores . . . . .	1,748	1,804	2,438	2,401	2,604	2,340	2,371	2,598	2,398	2,536	2,829	3,832	29,899
565	Family clothing stores . . . . .	1,572	1,740	2,371	2,232	2,444	2,367	2,398	3,022	2,334	2,503	3,042	4,496	30,521
566	Shoe stores . . . . .	1,115	1,133	1,617	1,460	1,490	1,392	1,338	1,798	1,412	1,367	1,477	1,905	17,504
58	<b>Eating and drinking places . . . . .</b>	<b>14,419</b>	<b>14,262</b>	<b>16,033</b>	<b>15,954</b>	<b>17,057</b>	<b>17,243</b>	<b>17,227</b>	<b>17,896</b>	<b>15,869</b>	<b>16,369</b>	<b>15,844</b>	<b>16,251</b>	<b>194,424</b>
5812	Eating places . . . . .	13,467	13,355	15,015	15,005	16,052	16,210	16,266	16,926	14,924	15,345	14,819	15,217	182,601
5812 pt.	Restaurants, lunchrooms, cafeterias . .	7,571	7,481	8,395	8,414	8,949	9,014	9,078	9,534	8,454	8,701	8,404	8,442	102,437
5812 pt.	Refreshment places . . . . .	5,706	5,666	6,420	6,384	6,831	6,918	6,946	7,125	6,203	6,342	6,178	6,501	77,220
5813	Drinking places (alcoholic bev.) . . . . .	952	907	1,018	949	1,005	1,033	961	970	945	1,024	1,025	1,034	11,823
591	Drug and proprietary stores . . . . .	5,875	5,770	6,378	6,111	6,351	6,033	6,104	6,269	5,919	6,281	6,264	8,185	75,540
592	Liquor stores . . . . .	1,742	1,646	1,840	1,760	1,915	1,888	2,000	2,027	1,726	1,775	1,880	2,255	22,454
596	Nonstore retailers <sup>2</sup> . . . . .	3,940	3,580	3,870	3,880	3,952	3,563	3,898	4,009	4,112	4,562	4,702	4,998	49,066
5961	Total mail order . . . . .	2,341	2,036	2,240	2,236	2,259	2,069	2,340	2,406	2,536	2,843	3,193	3,461	29,960
598	Fuel dealers . . . . .	2,315	1,600	1,376	1,021	838	704	791	824	893	1,176	1,381	1,643	14,562
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>30,111</b>	<b>30,484</b>	<b>37,747</b>	<b>36,567</b>	<b>40,074</b>	<b>38,144</b>	<b>37,323</b>	<b>41,877</b>	<b>37,104</b>	<b>39,616</b>	<b>47,086</b>	<b>69,306</b>	<b>485,439</b>
594	Misc. shopping goods stores . . . . .	4,570	4,603	5,006	4,736	5,421	5,193	5,116	5,657	5,203	5,338	6,499	12,250	69,592

See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1991												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>150,742</b>	<b>153,095</b>	<b>154,176</b>	<b>154,770</b>	<b>155,781</b>	<b>155,591</b>	<b>156,391</b>	<b>155,336</b>	<b>155,966</b>	<b>154,826</b>	<b>155,047</b>	<b>155,218</b>	
	Total (excl. automotive dealers) . .	121,878	122,547	123,310	123,705	124,555	124,233	124,639	124,693	123,885	123,554	123,825	123,521	
	<b>Durable goods, total . . . . .</b>	<b>51,258</b>	<b>53,663</b>	<b>54,027</b>	<b>54,442</b>	<b>54,548</b>	<b>54,532</b>	<b>55,024</b>	<b>53,792</b>	<b>55,338</b>	<b>54,411</b>	<b>54,203</b>	<b>54,812</b>	
52	<b>Building materials group stores . . . . .</b>	<b>7,225</b>	<b>7,600</b>	<b>7,448</b>	<b>7,775</b>	<b>7,605</b>	<b>7,691</b>	<b>7,752</b>	<b>7,649</b>	<b>7,729</b>	<b>7,635</b>	<b>7,565</b>	<b>7,720</b>	
521,3	Building materials, supply stores . . . .	5,220	5,462	5,449	5,730	5,638	5,798	5,796	5,743	5,830	5,801	5,638	5,902	
525	Hardware stores . . . . .	1,015	1,050	1,027	1,049	1,023	1,016	991	1,022	999	993	1,009	983	
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>28,864</b>	<b>30,548</b>	<b>30,866</b>	<b>31,065</b>	<b>31,226</b>	<b>31,358</b>	<b>31,752</b>	<b>30,643</b>	<b>32,081</b>	<b>31,272</b>	<b>31,222</b>	<b>31,697</b>	
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	26,405	28,096	28,408	28,524	28,684	28,832	29,241	28,186	29,607	28,867	28,813	29,288	
553	Auto and home supply stores . . . . .	2,459	2,452	2,458	2,541	2,542	2,526	2,511	2,457	2,474	2,405	2,409	2,409	
57	<b>Furniture group stores . . . . .</b>	<b>7,334</b>	<b>7,522</b>	<b>7,606</b>	<b>7,681</b>	<b>7,772</b>	<b>7,739</b>	<b>7,803</b>	<b>7,763</b>	<b>7,718</b>	<b>7,665</b>	<b>7,550</b>	<b>7,583</b>	
571	Furniture and home furn. stores . . . . .	4,018	4,113	4,123	4,156	4,183	4,124	4,137	4,125	4,135	4,132	4,067	4,128	
5722,31, 34	Household appliance, electronics stores	2,653	2,733	2,789	2,820	2,851	2,848	2,907	2,885	2,820	2,804	2,763	2,748	
	<b>Nondurable goods, total . . . . .</b>	<b>99,484</b>	<b>99,432</b>	<b>100,149</b>	<b>100,328</b>	<b>101,233</b>	<b>101,059</b>	<b>101,367</b>	<b>101,544</b>	<b>100,628</b>	<b>100,415</b>	<b>100,844</b>	<b>100,406</b>	
53	<b>General merchandise group stores . . .</b>	<b>18,090</b>	<b>18,207</b>	<b>18,720</b>	<b>18,948</b>	<b>19,025</b>	<b>18,768</b>	<b>19,117</b>	<b>19,214</b>	<b>19,008</b>	<b>19,138</b>	<b>19,271</b>	<b>19,317</b>	See note 5
531	Dept. stores (excl. leased depts.) . . . .	13,835	14,087	14,313	14,518	14,431	14,169	14,514	14,650	14,447	14,556	14,745	14,708	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	14,235	14,435	14,661	14,846	14,776	14,642	14,870	15,048	14,799	14,912	15,094	15,056	
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	4,152	4,217	4,288	4,318	4,281	4,200	4,298	4,320	4,206	4,235	4,196	4,152	
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	7,249	7,397	7,484	7,617	7,617	7,571	7,681	7,814	7,730	7,799	7,946	8,029	
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,834	2,821	2,889	2,911	2,878	2,871	2,891	2,914	2,863	2,878	2,952	2,875	
533	Variety stores . . . . .	666	668	687	680	687	683	701	700	702	683	726	734	
539	Misc. general merchandise stores . . . .	3,589	3,452	3,720	3,750	3,907	3,916	3,902	3,864	3,859	3,899	3,800	3,875	
54	<b>Food group stores . . . . .</b>	<b>31,083</b>	<b>30,981</b>	<b>31,329</b>	<b>31,190</b>	<b>31,802</b>	<b>31,523</b>	<b>31,364</b>	<b>31,345</b>	<b>31,157</b>	<b>31,058</b>	<b>31,213</b>	<b>30,824</b>	
541	Grocery stores . . . . .	29,399	29,287	29,660	29,482	30,068	29,724	29,628	29,637	29,481	29,434	29,597	29,263	
554	<b>Gasoline service stations . . . . .</b>	<b>12,095</b>	<b>11,541</b>	<b>11,408</b>	<b>11,312</b>	<b>11,434</b>	<b>11,557</b>	<b>11,353</b>	<b>11,455</b>	<b>11,339</b>	<b>11,250</b>	<b>11,326</b>	<b>11,342</b>	
56	<b>Apparel and accessory stores . . . . .</b>	<b>7,843</b>	<b>8,103</b>	<b>8,144</b>	<b>8,311</b>	<b>8,198</b>	<b>8,180</b>	<b>8,253</b>	<b>8,329</b>	<b>8,075</b>	<b>8,038</b>	<b>8,116</b>	<b>8,019</b>	
561	Men's and boys' clothing stores . . . .	853	865	868	935	874	862	865	877	875	864	876	863	
562,3	Women's clothing, accessory stores . .	2,632	2,697	2,721	2,783	2,761	2,759	2,827	2,784	2,765	2,756	2,770	2,678	
566	Shoe stores . . . . .	1,448	1,513	1,494	1,508	1,452	1,441	1,456	1,470	1,431	1,436	1,437	1,455	
58	<b>Eating and drinking places . . . . .</b>	<b>15,758</b>	<b>16,025</b>	<b>15,922</b>	<b>16,083</b>	<b>16,260</b>	<b>16,438</b>	<b>16,422</b>	<b>16,343</b>	<b>16,243</b>	<b>16,223</b>	<b>16,317</b>	<b>16,465</b>	
591	Drug and proprietary stores . . . . .	6,057	6,231	6,309	6,255	6,263	6,271	6,293	6,313	6,337	6,370	6,398	6,501	
592	Liquor stores . . . . .	1,977	1,957	1,943	1,909	1,890	1,888	1,908	1,907	1,854	1,830	1,820	1,692	
5961	Total mail order . . . . .	2,339	2,381	2,360	2,402	2,474	2,511	2,626	2,644	2,712	2,571	2,421	2,512	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>38,965</b>	<b>39,629</b>	<b>40,298</b>	<b>40,695</b>	<b>40,849</b>	<b>40,496</b>	<b>40,980</b>	<b>41,114</b>	<b>40,720</b>	<b>40,739</b>	<b>40,755</b>	<b>40,654</b>	

See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1990												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>135,823</b>	<b>130,495</b>	<b>152,118</b>	<b>148,785</b>	<b>158,291</b>	<b>157,868</b>	<b>153,231</b>	<b>161,757</b>	<b>149,502</b>	<b>154,663</b>	<b>159,113</b>	<b>182,965</b>	<b>1,844,611</b>
	Total (excl. automotive dealers) . . .	104,898	101,733	117,547	115,255	122,464	122,297	119,041	126,769	118,109	122,700	129,877	156,316	1,457,006
	<b>Durable goods, total</b> . . . . .	<b>50,929</b>	<b>48,418</b>	<b>56,998</b>	<b>55,944</b>	<b>60,347</b>	<b>59,858</b>	<b>57,417</b>	<b>59,236</b>	<b>53,617</b>	<b>55,127</b>	<b>53,264</b>	<b>57,680</b>	<b>668,835</b>
52	<b>Building materials group stores</b> . . . . .	<b>6,234</b>	<b>6,072</b>	<b>7,612</b>	<b>8,169</b>	<b>9,341</b>	<b>9,284</b>	<b>8,794</b>	<b>8,797</b>	<b>7,904</b>	<b>8,268</b>	<b>7,581</b>	<b>6,584</b>	<b>94,640</b>
521,3,5	Building materials, supply, hardware stores . . . . .	5,606	5,407	6,699	7,090	7,951	7,937	7,706	7,735	6,976	7,273	6,683	5,802	82,865
521,3	Building materials, supply stores . . .	4,744	4,609	5,683	6,003	6,751	6,743	6,596	6,696	5,956	6,209	5,650	4,701	70,341
525	Hardware stores . . . . .	862	798	1,016	1,087	1,200	1,194	1,110	1,039	1,020	1,064	1,033	1,101	12,524
55 excl. 554	<b>Automotive dealers</b> . . . . .	<b>30,925</b>	<b>28,762</b>	<b>34,571</b>	<b>33,530</b>	<b>35,827</b>	<b>35,571</b>	<b>34,190</b>	<b>34,988</b>	<b>31,393</b>	<b>31,963</b>	<b>29,236</b>	<b>26,649</b>	<b>387,605</b>
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	28,659	26,613	31,965	30,946	33,070	32,743	31,470	32,195	28,849	29,275	26,716	24,263	356,764
551,2	Motor vehicle dealers . . . . .	27,597	25,455	30,265	28,883	31,078	30,837	29,661	30,577	27,493	28,026	25,496	23,345	338,713
551	Motor vehicle dealers (new & used) . . .	25,563	23,535	28,037	26,883	28,974	28,820	27,901	28,685	25,646	26,274	23,803	21,842	315,963
553	Auto and home supply stores . . . . .	2,266	2,149	2,606	2,584	2,757	2,828	2,720	2,793	2,544	2,688	2,520	2,386	30,841
57	<b>Furniture group stores</b> . . . . .	<b>7,230</b>	<b>6,761</b>	<b>7,597</b>	<b>7,172</b>	<b>7,631</b>	<b>7,569</b>	<b>7,328</b>	<b>7,604</b>	<b>7,263</b>	<b>7,589</b>	<b>8,032</b>	<b>9,769</b>	<b>91,545</b>
571	Furniture and home furn. stores . . . . .	4,085	3,799	4,315	4,092	4,309	4,235	4,068	4,272	4,039	4,270	4,456	4,584	50,524
5712	Furniture stores . . . . .	2,639	2,468	2,765	2,563	2,641	2,585	2,403	2,563	2,445	2,503	2,595	2,659	30,829
5713	Floor covering stores . . . . .	820	778	893	878	929	924	923	923	883	983	927	834	10,695
5722,31, 34	Household appliance, electronics stores . . . . .	2,550	2,369	2,649	2,484	2,746	2,747	2,689	2,683	2,587	2,671	2,873	3,987	33,035
5722	Household appliance stores . . . . .	678	611	697	681	762	778	775	726	666	722	760	911	8,767
5731,34	Radio, TV and computer stores . . . . .	1,872	1,758	1,952	1,803	1,984	1,969	1,914	1,957	1,921	1,949	2,113	3,076	24,268
5941	Sporting goods stores and bicycle shops . .	1,000	1,052	1,240	1,182	1,298	1,321	1,210	1,340	1,178	1,117	1,192	1,857	14,987
5942	Book stores . . . . .	692	483	490	485	527	527	529	723	753	599	611	1,015	7,434
5944	Jewelry stores . . . . .	846	1,025	984	1,004	1,263	1,134	1,075	1,132	996	1,084	1,400	3,238	15,181
	<b>Nondurable goods, total</b> . . . . .	<b>84,894</b>	<b>82,077</b>	<b>95,120</b>	<b>92,841</b>	<b>97,944</b>	<b>98,010</b>	<b>95,814</b>	<b>102,521</b>	<b>95,885</b>	<b>99,536</b>	<b>105,849</b>	<b>125,285</b>	<b>1,175,776</b>
53	<b>General merchandise group stores</b> . . . . .	<b>12,577</b>	<b>13,000</b>	<b>16,542</b>	<b>16,271</b>	<b>17,429</b>	<b>17,237</b>	<b>15,823</b>	<b>17,919</b>	<b>16,267</b>	<b>17,428</b>	<b>22,200</b>	<b>32,821</b>	<b>215,514</b>
531	Dept. stores (excl. leased depts.) . . . . .	9,468	9,859	12,918	12,675	13,309	13,260	12,114	13,935	12,520	13,377	17,023	25,350	165,808
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	9,762	10,207	13,320	13,070	13,677	13,625	12,463	14,346	12,894	13,764	17,480	26,021	170,629
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	2,686	3,050	4,002	3,856	4,080	3,894	3,501	4,262	3,886	4,106	5,408	8,442	51,173
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	4,949	5,056	6,505	6,541	6,848	6,917	6,320	7,074	6,371	6,831	8,610	12,286	84,308
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,127	2,101	2,813	2,673	2,749	2,814	2,642	3,010	2,637	2,827	3,462	5,293	35,148
533	Variety stores . . . . .	509	538	633	684	667	636	622	703	609	680	784	1,241	8,306
539	Misc. general merchandise stores . . . . .	2,600	2,603	2,991	2,912	3,453	3,341	3,087	3,281	3,138	3,371	4,393	6,230	41,400
54	<b>Food group stores</b> . . . . .	<b>28,419</b>	<b>27,277</b>	<b>30,950</b>	<b>29,499</b>	<b>31,459</b>	<b>31,758</b>	<b>31,399</b>	<b>32,183</b>	<b>30,558</b>	<b>30,504</b>	<b>31,004</b>	<b>33,323</b>	<b>368,333</b>
541	Grocery stores . . . . .	26,914	25,748	29,269	27,802	29,731	30,067	29,682	30,446	28,973	28,898	29,374	31,339	348,243
542	Meat, fish (seafood) markets . . . . .	489	478	524	507	511	504	512	509	458	458	486	614	6,050
546	Retail bakeries . . . . .	420	404	447	434	432	427	426	439	419	431	452	498	5,229
554	<b>Gasoline service stations</b> . . . . .	<b>10,120</b>	<b>9,434</b>	<b>10,497</b>	<b>10,537</b>	<b>11,210</b>	<b>11,442</b>	<b>11,548</b>	<b>12,739</b>	<b>12,406</b>	<b>13,242</b>	<b>12,952</b>	<b>12,377</b>	<b>138,504</b>
56	<b>Apparel and accessory stores</b> . . . . .	<b>5,846</b>	<b>5,729</b>	<b>7,672</b>	<b>7,745</b>	<b>7,867</b>	<b>7,770</b>	<b>7,231</b>	<b>8,659</b>	<b>7,699</b>	<b>7,818</b>	<b>8,914</b>	<b>12,869</b>	<b>95,819</b>
561	Men's and boys' clothing stores . . . . .	728	621	784	820	868	880	722	771	788	856	971	1,641	10,450
562,3	Women's clothing, accessory stores . . .	2,086	2,016	2,690	2,734	2,795	2,692	2,533	2,766	2,609	2,692	3,008	4,191	32,812
562	Women's ready-to-wear stores . . . . .	1,815	1,797	2,444	2,486	2,551	2,478	2,324	2,527	2,402	2,441	2,728	3,762	29,755
565	Family clothing stores . . . . .	1,514	1,598	2,140	2,079	2,201	2,283	2,155	2,696	2,234	2,317	2,872	4,309	28,398
566	Shoe stores . . . . .	1,150	1,101	1,536	1,586	1,501	1,479	1,368	1,789	1,511	1,413	1,552	2,057	18,043
58	<b>Eating and drinking places</b> . . . . .	<b>14,012</b>	<b>13,811</b>	<b>15,889</b>	<b>15,730</b>	<b>16,479</b>	<b>16,922</b>	<b>17,020</b>	<b>17,440</b>	<b>15,879</b>	<b>15,971</b>	<b>15,335</b>	<b>15,661</b>	<b>190,149</b>
5812	Eating places . . . . .	13,171	12,990	14,942	14,792	15,513	15,918	16,063	16,480	14,917	14,965	14,313	14,615	178,679
5812 pt.	Restaurants, lunchrooms, cafeterias . .	7,354	7,265	8,265	8,289	8,618	8,789	8,941	9,243	8,445	8,475	8,049	8,121	99,854
5812 pt.	Refreshment places . . . . .	5,574	5,522	6,410	6,208	6,569	6,798	6,888	7,003	6,224	6,240	6,055	6,225	75,716
5813	Drinking places (alcoholic bev.) . . . . .	841	821	947	938	966	1,004	957	960	962	1,006	1,022	1,046	11,470
591	Drug and proprietary stores . . . . .	5,545	5,187	5,592	5,662	5,835	5,729	5,656	5,951	5,617	6,006	6,097	7,681	70,558
592	Liquor stores . . . . .	1,512	1,459	1,653	1,628	1,755	1,850	1,873	1,906	1,753	1,788	1,891	2,654	21,722
596	Nonstore retailers <sup>2</sup> . . . . .	3,721	3,441	3,763	3,501	3,691	3,450	3,495	3,615	3,547	4,225	4,640	4,543	45,632
5961	Total mail order . . . . .	2,264	1,909	2,172	1,973	2,016	1,933	1,904	2,024	2,011	2,465	2,960	2,946	26,577
598	Fuel dealers . . . . .	2,102	1,598	1,441	1,077	887	763	752	1,032	1,062	1,340	1,602	1,917	15,573
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>30,329</b>	<b>30,128</b>	<b>36,745</b>	<b>35,929</b>	<b>38,232</b>	<b>37,785</b>	<b>35,364</b>	<b>39,645</b>	<b>36,329</b>	<b>38,049</b>	<b>45,458</b>	<b>67,604</b>	<b>471,597</b>
594	Misc. shopping goods stores . . . . .	4,676	4,638	4,934	4,741	5,305	5,209	4,982	5,463	5,100	5,214	6,312	12,145	68,719

See footnotes at end of table.



**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1990												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>153,900</b>	<b>152,668</b>	<b>153,014</b>	<b>152,551</b>	<b>152,136</b>	<b>153,185</b>	<b>154,126</b>	<b>154,829</b>	<b>155,422</b>	<b>155,511</b>	<b>155,516</b>	<b>153,238</b>	
	Total (excl. automotive dealers) . .	118,985	120,223	120,812	120,180	120,069	121,199	121,484	122,526	123,297	123,254	123,766	122,363	
	<b>Durable goods, total . . . . .</b>	<b>58,617</b>	<b>56,701</b>	<b>56,268</b>	<b>55,998</b>	<b>55,555</b>	<b>55,359</b>	<b>56,106</b>	<b>55,702</b>	<b>55,452</b>	<b>55,574</b>	<b>54,941</b>	<b>53,544</b>	
52	<b>Building materials group stores . . . . .</b>	<b>7,949</b>	<b>8,141</b>	<b>8,075</b>	<b>7,849</b>	<b>7,797</b>	<b>8,084</b>	<b>8,043</b>	<b>7,964</b>	<b>7,830</b>	<b>7,766</b>	<b>7,856</b>	<b>7,437</b>	
521,3	Building materials, supply stores . . . .	5,937	6,097	6,014	5,926	5,860	5,879	5,953	5,915	5,799	5,712	5,748	5,590	
525	Hardware stores . . . . .	1,050	1,061	1,076	1,048	1,043	1,063	1,062	1,012	1,048	1,031	1,038	1,012	
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>34,915</b>	<b>32,445</b>	<b>32,202</b>	<b>32,371</b>	<b>32,067</b>	<b>31,986</b>	<b>32,642</b>	<b>32,303</b>	<b>32,125</b>	<b>32,257</b>	<b>31,750</b>	<b>30,875</b>	
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	32,274	29,802	29,543	29,784	29,500	29,392	30,086	29,755	29,589	29,721	29,230	28,345	
553	Auto and home supply stores . . . . .	2,641	2,643	2,659	2,587	2,567	2,594	2,556	2,548	2,536	2,536	2,520	2,530	
57	<b>Furniture group stores . . . . .</b>	<b>7,854</b>	<b>7,784</b>	<b>7,770</b>	<b>7,722</b>	<b>7,787</b>	<b>7,601</b>	<b>7,579</b>	<b>7,533</b>	<b>7,638</b>	<b>7,626</b>	<b>7,485</b>	<b>7,362</b>	
571	Furniture and home furn. stores . . . . .	4,440	4,317	4,319	4,263	4,245	4,189	4,177	4,140	4,199	4,170	4,103	4,028	
5722,31, 34	Household appliance, electronics stores	2,757	2,794	2,785	2,782	2,887	2,769	2,744	2,729	2,773	2,777	2,705	2,660	
	<b>Nondurable goods, total . . . . .</b>	<b>95,283</b>	<b>95,967</b>	<b>96,746</b>	<b>96,553</b>	<b>96,581</b>	<b>97,826</b>	<b>98,020</b>	<b>99,127</b>	<b>99,970</b>	<b>99,937</b>	<b>100,575</b>	<b>99,694</b>	
53	<b>General merchandise group stores . . .</b>	<b>17,754</b>	<b>17,841</b>	<b>18,103</b>	<b>17,720</b>	<b>17,763</b>	<b>18,053</b>	<b>18,086</b>	<b>17,994</b>	<b>18,036</b>	<b>18,007</b>	<b>18,216</b>	<b>18,168</b>	
531	Dept. stores (excl. leased depts.) . . . .	13,662	13,712	14,041	13,673	13,678	13,929	13,924	13,838	13,834	13,791	13,942	13,913	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	14,100	14,166	14,362	14,044	14,041	14,426	14,324	14,261	14,263	14,189	14,352	14,312	
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	4,298	4,326	4,374	4,280	4,304	4,365	4,333	4,245	4,215	4,169	4,248	4,206	
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	6,864	6,860	6,995	6,893	6,787	7,051	7,022	7,088	7,095	7,123	7,278	7,206	
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,938	2,980	2,993	2,871	2,950	3,010	2,969	2,928	2,953	2,897	2,826	2,900	
533	Variety stores . . . . .	702	695	679	700	683	697	697	706	700	701	697	679	
539	Misc. general merchandise stores . . . .	3,390	3,434	3,383	3,347	3,402	3,427	3,465	3,450	3,502	3,515	3,577	3,576	
54	<b>Food group stores . . . . .</b>	<b>29,758</b>	<b>30,306</b>	<b>30,564</b>	<b>30,443</b>	<b>30,441</b>	<b>30,875</b>	<b>30,705</b>	<b>30,994</b>	<b>31,211</b>	<b>31,024</b>	<b>31,271</b>	<b>31,051</b>	
541	Grocery stores . . . . .	28,065	28,609	28,836	28,751	28,781	29,220	29,015	29,303	29,534	29,368	29,611	29,426	
554	<b>Gasoline service stations . . . . .</b>	<b>10,789</b>	<b>10,819</b>	<b>10,866</b>	<b>10,874</b>	<b>10,800</b>	<b>10,939</b>	<b>10,936</b>	<b>11,795</b>	<b>12,431</b>	<b>12,745</b>	<b>12,875</b>	<b>12,477</b>	
56	<b>Apparel and accessory stores . . . . .</b>	<b>7,955</b>	<b>7,910</b>	<b>8,013</b>	<b>7,919</b>	<b>8,044</b>	<b>8,159</b>	<b>8,156</b>	<b>8,029</b>	<b>8,007</b>	<b>7,926</b>	<b>7,883</b>	<b>7,890</b>	
561	Men's and boys' clothing stores . . . . .	917	864	890	855	887	889	883	846	861	878	847	866	
562,3	Women's clothing, accessory stores . .	2,778	2,732	2,782	2,781	2,756	2,858	2,837	2,728	2,709	2,676	2,667	2,626	
566	Shoe stores . . . . .	1,492	1,478	1,509	1,491	1,482	1,498	1,541	1,511	1,505	1,489	1,514	1,524	
58	<b>Eating and drinking places . . . . .</b>	<b>15,449</b>	<b>15,570</b>	<b>15,747</b>	<b>15,889</b>	<b>15,800</b>	<b>15,964</b>	<b>16,133</b>	<b>16,089</b>	<b>16,039</b>	<b>15,955</b>	<b>15,891</b>	<b>15,771</b>	
591	Drug and proprietary stores . . . . .	5,705	5,608	5,586	5,748	5,783	5,840	5,923	5,999	6,033	6,085	6,171	6,086	
592	Liquor stores . . . . .	1,716	1,735	1,747	1,771	1,755	1,793	1,815	1,834	1,845	1,859	1,874	1,930	
5961	Total mail order . . . . .	2,244	2,246	2,212	2,200	2,211	2,219	2,196	2,198	2,217	2,195	2,217	2,215	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>39,408</b>	<b>39,354</b>	<b>39,704</b>	<b>39,073</b>	<b>39,329</b>	<b>39,493</b>	<b>39,574</b>	<b>39,223</b>	<b>39,444</b>	<b>39,346</b>	<b>39,225</b>	<b>39,138</b>	

See note  
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See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1989												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>124,988</b>	<b>121,280</b>	<b>142,855</b>	<b>141,399</b>	<b>152,175</b>	<b>151,172</b>	<b>146,788</b>	<b>155,428</b>	<b>146,508</b>	<b>144,906</b>	<b>151,610</b>	<b>179,862</b>	<b>1,758,971</b>
	Total (excl. automotive dealers) . . .	97,336	93,576	108,910	108,207	116,089	115,308	113,050	118,360	112,699	114,409	122,439	152,577	1,372,960
	<b>Durable goods, total</b> . . . . .	<b>46,278</b>	<b>45,444</b>	<b>54,223</b>	<b>54,270</b>	<b>59,677</b>	<b>59,356</b>	<b>56,034</b>	<b>60,895</b>	<b>56,081</b>	<b>52,908</b>	<b>53,319</b>	<b>58,669</b>	<b>657,154</b>
52	<b>Building materials group stores</b> . . . . .	<b>5,977</b>	<b>5,577</b>	<b>6,886</b>	<b>8,001</b>	<b>9,238</b>	<b>8,898</b>	<b>8,352</b>	<b>8,765</b>	<b>8,017</b>	<b>8,166</b>	<b>7,564</b>	<b>6,938</b>	<b>92,379</b>
521,3,5	Building materials, supply, hardware stores . . . . .	5,400	4,932	5,984	6,734	7,662	7,639	7,288	7,615	6,992	7,184	6,682	5,982	80,094
521,3	Building materials, supply stores . . .	4,562	4,165	5,049	5,637	6,450	6,467	6,151	6,508	5,920	6,099	5,624	4,825	67,457
525	Hardware stores . . . . .	838	767	935	1,097	1,212	1,172	1,137	1,107	1,072	1,085	1,058	1,157	12,637
55 excl. 554	<b>Automotive dealers</b> . . . . .	<b>27,652</b>	<b>27,704</b>	<b>33,945</b>	<b>33,192</b>	<b>36,086</b>	<b>35,864</b>	<b>33,738</b>	<b>37,068</b>	<b>33,809</b>	<b>30,497</b>	<b>29,171</b>	<b>27,285</b>	<b>386,011</b>
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	25,638	25,809	31,617	30,792	33,501	33,255	31,160	34,346	31,146	27,862	26,574	24,785	356,485
551,2	Motor vehicle dealers . . . . .	24,737	24,689	30,070	28,889	31,368	31,031	29,322	32,470	29,691	26,536	25,300	23,632	337,735
551	Motor vehicle dealers (new & used) . . .	22,922	22,786	27,694	26,575	28,714	28,621	27,126	30,013	27,465	24,356	23,459	21,899	311,630
553	Auto and home supply stores . . . . .	2,014	1,895	2,328	2,400	2,585	2,609	2,578	2,722	2,663	2,635	2,597	2,500	29,526
57	<b>Furniture group stores</b> . . . . .	<b>6,970</b>	<b>6,496</b>	<b>7,226</b>	<b>7,034</b>	<b>7,464</b>	<b>7,627</b>	<b>7,322</b>	<b>7,821</b>	<b>7,459</b>	<b>7,520</b>	<b>8,335</b>	<b>10,027</b>	<b>91,301</b>
571	Furniture and home furn. stores . . . . .	3,962	3,723	4,170	4,121	4,323	4,294	4,140	4,485	4,186	4,288	4,732	4,778	51,202
5712	Furniture stores . . . . .	2,464	2,320	2,592	2,596	2,693	2,699	2,618	2,777	2,641	2,646	2,897	2,973	31,916
5713	Floor covering stores . . . . .	817	771	942	882	927	913	849	932	873	927	979	880	10,692
5722,31, 34	Household appliance, electronics stores . . .	2,451	2,242	2,503	2,391	2,618	2,788	2,648	2,721	2,623	2,610	2,917	4,154	32,666
5722	Household appliance stores . . . . .	677	605	708	697	776	819	798	783	734	750	861	1,055	9,263
5731,34	Radio, TV and computer stores . . . . .	1,774	1,637	1,795	1,694	1,842	1,969	1,850	1,938	1,889	1,860	2,056	3,099	23,403
5941	Sporting goods stores and bicycle shops . .	892	942	1,095	1,099	1,186	1,215	1,125	1,283	1,143	1,030	1,233	1,934	14,177
5942	Book stores . . . . .	607	410	411	425	457	454	437	631	655	509	591	952	6,539
5944	Jewelry stores . . . . .	810	954	918	927	1,187	1,032	946	1,038	983	1,001	1,356	3,224	14,376
	<b>Nondurable goods, total</b> . . . . .	<b>78,710</b>	<b>75,836</b>	<b>88,632</b>	<b>87,129</b>	<b>92,498</b>	<b>91,816</b>	<b>90,754</b>	<b>94,533</b>	<b>90,427</b>	<b>91,998</b>	<b>98,291</b>	<b>121,193</b>	<b>1,101,817</b>
53	<b>General merchandise group stores</b> . . . . .	<b>11,746</b>	<b>11,738</b>	<b>15,391</b>	<b>15,511</b>	<b>16,510</b>	<b>16,235</b>	<b>15,119</b>	<b>16,877</b>	<b>15,904</b>	<b>16,899</b>	<b>21,536</b>	<b>32,840</b>	<b>206,306</b>
531	Dept. stores (excl. leased depts.) . . . . .	9,024	9,042	12,078	12,234	12,800	12,643	11,774	13,259	12,444	13,155	16,600	25,471	160,524
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	9,304	9,314	12,421	12,577	13,143	12,962	12,079	13,626	12,798	13,522	17,035	26,112	164,893
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	2,722	2,980	3,822	3,789	3,996	3,806	3,426	4,179	4,088	4,211	5,473	8,887	51,379
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	4,406	4,252	5,800	5,961	6,335	6,316	5,952	6,403	6,043	6,360	7,923	11,851	77,602
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	2,176	2,082	2,799	2,827	2,812	2,840	2,701	3,044	2,667	2,951	3,639	5,374	35,912
533	Variety stores . . . . .	482	477	631	566	608	589	589	637	580	671	780	1,326	7,936
539	Misc. general merchandise stores . . . . .	2,240	2,219	2,682	2,711	3,102	3,003	2,756	2,981	2,880	3,073	4,156	6,043	37,846
54	<b>Food group stores</b> . . . . .	<b>26,614</b>	<b>25,547</b>	<b>28,785</b>	<b>27,712</b>	<b>29,563</b>	<b>29,688</b>	<b>30,077</b>	<b>29,937</b>	<b>29,221</b>	<b>28,566</b>	<b>29,124</b>	<b>32,211</b>	<b>347,045</b>
541	Grocery stores . . . . .	25,242	24,129	27,132	26,224	27,924	28,079	28,500	28,330	27,712	27,027	27,534	30,239	328,072
542	Meat, fish (seafood) markets . . . . .	490	468	563	503	557	531	524	540	529	507	529	658	6,399
546	Retail bakeries . . . . .	376	379	419	378	407	404	381	394	375	404	404	471	4,792
554	<b>Gasoline service stations</b> . . . . .	<b>8,840</b>	<b>8,505</b>	<b>9,590</b>	<b>10,195</b>	<b>11,058</b>	<b>11,044</b>	<b>11,147</b>	<b>10,967</b>	<b>10,268</b>	<b>10,572</b>	<b>10,221</b>	<b>10,475</b>	<b>122,882</b>
56	<b>Apparel and accessory stores</b> . . . . .	<b>5,695</b>	<b>5,325</b>	<b>7,321</b>	<b>7,121</b>	<b>7,426</b>	<b>7,221</b>	<b>6,902</b>	<b>8,198</b>	<b>7,637</b>	<b>7,651</b>	<b>8,818</b>	<b>13,026</b>	<b>92,341</b>
561	Men's and boys' clothing stores . . . . .	712	610	762	814	850	853	733	777	805	865	1,010	1,716	10,507
562,3	Women's clothing, accessory stores . . . . .	2,097	1,955	2,596	2,550	2,660	2,450	2,425	2,705	2,648	2,690	3,056	4,399	32,231
562	Women's ready-to-wear stores . . . . .	1,806	1,722	2,366	2,322	2,435	2,245	2,234	2,483	2,397	2,401	2,709	3,861	28,981
565	Family clothing stores . . . . .	1,409	1,399	1,932	1,863	1,974	2,029	1,953	2,423	2,181	2,255	2,732	4,225	26,375
566	Shoe stores . . . . .	1,115	992	1,501	1,420	1,474	1,430	1,297	1,671	1,496	1,386	1,509	1,999	17,290
58	<b>Eating and drinking places</b> . . . . .	<b>13,410</b>	<b>12,751</b>	<b>14,560</b>	<b>14,681</b>	<b>15,245</b>	<b>15,580</b>	<b>15,786</b>	<b>16,073</b>	<b>15,083</b>	<b>15,166</b>	<b>14,453</b>	<b>15,041</b>	<b>177,829</b>
5812	Eating places . . . . .	12,594	11,959	13,629	13,809	14,330	14,602	14,877	15,176	14,177	14,282	13,598	14,122	167,155
5812 pt.	Restaurants, lunchrooms, cafeterias . . .	7,137	6,836	7,611	7,712	7,976	8,018	8,158	8,323	7,766	7,915	7,556	7,876	92,884
5812 pt.	Refreshment places . . . . .	5,286	4,965	5,812	5,855	6,063	6,296	6,502	6,595	6,150	6,134	5,824	5,984	71,466
5813	Drinking places (alcoholic bev.) . . . . .	816	792	931	872	915	978	909	897	906	884	855	919	10,674
591	Drug and proprietary stores . . . . .	4,881	4,775	5,232	4,838	5,216	5,106	5,022	5,269	5,151	5,284	5,472	7,097	63,343
592	Liquor stores . . . . .	1,459	1,367	1,535	1,545	1,687	1,718	1,773	1,723	1,662	1,607	1,679	2,344	20,099
596	Nonstore retailers <sup>2</sup> . . . . .	3,413	3,125	3,614	3,442	3,576	3,396	3,229	3,575	3,482	3,927	4,425	4,433	43,637
5961	Total mail order . . . . .	2,096	1,738	2,093	1,936	2,030	1,939	1,877	2,058	2,086	2,390	2,959	3,028	26,230
598	Fuel dealers . . . . .	1,669	1,584	1,449	1,034	925	738	700	807	884	1,186	1,365	2,366	14,707
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>28,631</b>	<b>27,763</b>	<b>34,557</b>	<b>34,007</b>	<b>36,382</b>	<b>36,028</b>	<b>33,985</b>	<b>38,190</b>	<b>36,050</b>	<b>36,998</b>	<b>45,029</b>	<b>68,068</b>	<b>455,688</b>
594	Misc. shopping goods stores . . . . .	4,220	4,204	4,619	4,341	4,982	4,945	4,642	5,294	5,050	4,928	6,340	12,175	65,740

See footnotes at end of table.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1989												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>143,839</b>	<b>141,914</b>	<b>142,727</b>	<b>145,396</b>	<b>146,366</b>	<b>146,410</b>	<b>147,142</b>	<b>149,444</b>	<b>149,298</b>	<b>147,648</b>	<b>148,939</b>	<b>149,324</b>	
	Total (excl. automotive dealers) . .	111,802	110,726	111,160	113,113	114,164	114,435	114,657	115,132	115,869	115,995	116,983	117,917	
	<b>Durable goods, total . . . . .</b>	<b>54,492</b>	<b>53,161</b>	<b>53,214</b>	<b>54,541</b>	<b>54,711</b>	<b>54,506</b>	<b>55,141</b>	<b>57,234</b>	<b>56,278</b>	<b>54,483</b>	<b>55,288</b>	<b>54,500</b>	
52	<b>Building materials group stores . . . . .</b>	<b>7,821</b>	<b>7,520</b>	<b>7,315</b>	<b>7,689</b>	<b>7,706</b>	<b>7,642</b>	<b>7,746</b>	<b>7,840</b>	<b>7,737</b>	<b>7,755</b>	<b>7,905</b>	<b>7,844</b>	
521,3	Building materials, supply stores . . . .	5,826	5,546	5,360	5,598	5,618	5,575	5,617	5,654	5,617	5,679	5,780	5,772	
525	Hardware stores . . . . .	1,037	1,024	1,012	1,035	1,059	1,060	1,066	1,085	1,069	1,075	1,069	1,055	
55 excl. 554	<b>Automotive dealers . . . . .</b>	<b>32,037</b>	<b>31,188</b>	<b>31,567</b>	<b>32,283</b>	<b>32,202</b>	<b>31,975</b>	<b>32,485</b>	<b>34,312</b>	<b>33,429</b>	<b>31,653</b>	<b>31,956</b>	<b>31,407</b>	
551,2,5, 6,7,9	Motor vehicle and misc. automotive dealers . . . . .	29,639	28,837	29,194	29,866	29,779	29,586	30,048	31,831	30,868	29,114	29,364	28,786	
553	Auto and home supply stores . . . . .	2,398	2,351	2,373	2,417	2,423	2,389	2,437	2,481	2,561	2,539	2,592	2,621	
57	<b>Furniture group stores . . . . .</b>	<b>7,708</b>	<b>7,534</b>	<b>7,450</b>	<b>7,550</b>	<b>7,597</b>	<b>7,692</b>	<b>7,552</b>	<b>7,693</b>	<b>7,677</b>	<b>7,685</b>	<b>7,754</b>	<b>7,604</b>	
571	Furniture and home furn. stores . . . . .	4,407	4,260	4,195	4,266	4,251	4,264	4,237	4,329	4,258	4,275	4,361	4,228	
5722,31, 34	Household appliance, electronics stores	2,688	2,669	2,666	2,696	2,750	2,830	2,708	2,737	2,744	2,762	2,731	2,762	
	<b>Nondurable goods, total . . . . .</b>	<b>89,347</b>	<b>88,753</b>	<b>89,513</b>	<b>90,855</b>	<b>91,655</b>	<b>91,904</b>	<b>92,001</b>	<b>92,210</b>	<b>93,020</b>	<b>93,165</b>	<b>93,651</b>	<b>94,824</b>	
53	<b>General merchandise group stores . . .</b>	<b>16,838</b>	<b>16,274</b>	<b>16,585</b>	<b>16,932</b>	<b>16,870</b>	<b>17,044</b>	<b>17,106</b>	<b>17,159</b>	<b>17,555</b>	<b>17,537</b>	<b>17,621</b>	<b>17,785</b>	
531	Dept. stores (excl. leased depts.) . . . .	13,155	12,682	12,931	13,255	13,142	13,294	13,334	13,379	13,630	13,590	13,595	13,768	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	13,471	13,055	13,388	13,555	13,567	13,675	13,717	13,743	14,014	13,915	13,990	14,079	
531 pt.	Conventional dept. stores <sup>1</sup> . . . . .	4,273	4,227	4,195	4,257	4,247	4,229	4,240	4,243	4,377	4,279	4,313	4,333	
531 pt.	Discount dept. stores <sup>1</sup> . . . . .	6,188	5,849	6,157	6,281	6,335	6,425	6,512	6,501	6,670	6,646	6,697	6,803	
531 pt.	National chain dept. stores <sup>1</sup> . . . . .	3,010	2,979	3,036	3,017	2,985	3,021	2,965	2,999	2,967	2,990	2,980	2,943	
533	Variety stores . . . . .	660	617	623	614	638	635	651	649	671	695	701	706	
539	Misc. general merchandise stores . . . .	3,023	2,975	3,031	3,063	3,090	3,115	3,121	3,131	3,254	3,252	3,325	3,311	
54	<b>Food group stores . . . . .</b>	<b>28,181</b>	<b>28,382</b>	<b>28,328</b>	<b>28,510</b>	<b>28,873</b>	<b>28,909</b>	<b>28,994</b>	<b>29,132</b>	<b>29,332</b>	<b>29,344</b>	<b>29,471</b>	<b>29,832</b>	
541	Grocery stores . . . . .	26,627	26,810	26,731	26,952	27,296	27,341	27,430	27,558	27,768	27,748	27,840	28,208	
554	<b>Gasoline service stations . . . . .</b>	<b>9,455</b>	<b>9,709</b>	<b>9,969</b>	<b>10,424</b>	<b>10,622</b>	<b>10,609</b>	<b>10,526</b>	<b>10,240</b>	<b>10,146</b>	<b>10,264</b>	<b>10,303</b>	<b>10,496</b>	
56	<b>Apparel and accessory stores . . . . .</b>	<b>7,695</b>	<b>7,344</b>	<b>7,330</b>	<b>7,627</b>	<b>7,626</b>	<b>7,660</b>	<b>7,638</b>	<b>7,707</b>	<b>7,761</b>	<b>7,845</b>	<b>7,916</b>	<b>7,898</b>	
561	Men's and boys' clothing stores . . . . .	888	857	850	875	866	869	864	870	876	882	895	895	
562,3	Women's clothing, accessory stores . .	2,785	2,635	2,622	2,670	2,644	2,654	2,639	2,689	2,675	2,734	2,726	2,751	
566	Shoe stores . . . . .	1,429	1,330	1,353	1,459	1,470	1,467	1,446	1,434	1,464	1,464	1,494	1,460	
58	<b>Eating and drinking places . . . . .</b>	<b>14,752</b>	<b>14,457</b>	<b>14,633</b>	<b>14,608</b>	<b>14,744</b>	<b>14,740</b>	<b>14,823</b>	<b>14,882</b>	<b>15,083</b>	<b>15,091</b>	<b>15,134</b>	<b>14,981</b>	
591	Drug and proprietary stores . . . . .	5,090	5,185	5,119	5,082	5,159	5,178	5,264	5,333	5,434	5,436	5,550	5,579	
592	Liquor stores . . . . .	1,664	1,629	1,647	1,665	1,697	1,684	1,685	1,684	1,703	1,688	1,687	1,672	
5961	Total mail order . . . . .	2,186	2,042	2,093	2,175	2,190	2,206	2,237	2,235	2,210	2,169	2,226	2,306	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>37,631</b>	<b>36,427</b>	<b>36,662</b>	<b>37,422</b>	<b>37,456</b>	<b>37,789</b>	<b>37,669</b>	<b>38,091</b>	<b>38,585</b>	<b>38,610</b>	<b>38,972</b>	<b>38,945</b>	

See note  
5

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading-day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1989 to December 1998**

[Data in millions of dollars]

SIC code	Kind of business	1998											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>322,248</b>	<b>327,124</b>	<b>334,614</b>	<b>337,793</b>	<b>330,027</b>	<b>325,913</b>	<b>322,405</b>	<b>324,047</b>	<b>337,131</b>	<b>356,274</b>	<b>364,018</b>	<b>335,457</b>
	Total (excl. automotive dealers) . . . .	226,235	229,432	235,608	238,036	234,597	234,674	238,116	241,481	250,661	264,860	267,998	235,966
	<b>Durable goods, total . . . . .</b>	<b>174,051</b>	<b>177,178</b>	<b>180,866</b>	<b>183,034</b>	<b>177,470</b>	<b>173,201</b>	<b>166,781</b>	<b>165,726</b>	<b>171,303</b>	<b>181,590</b>	<b>187,832</b>	<b>181,797</b>
52	Building materials group stores . . . . .	24,512	25,787	26,703	27,051	26,488	26,298	25,897	26,046	25,990	26,246	26,127	26,058
55 excl. 554	Automotive dealers . . . . .	96,013	97,692	99,006	99,757	95,430	91,239	84,289	82,566	86,470	91,414	96,020	99,491
57	Furniture group stores . . . . .	23,196	23,172	23,785	24,319	23,859	23,767	24,294	24,472	25,403	27,779	28,843	25,021
	<b>Nondurable goods, total . . . . .</b>	<b>148,197</b>	<b>149,946</b>	<b>153,748</b>	<b>154,759</b>	<b>152,557</b>	<b>152,712</b>	<b>155,624</b>	<b>158,321</b>	<b>165,828</b>	<b>174,684</b>	<b>176,186</b>	<b>153,660</b>
53	General merchandise group stores . . . . .	54,913	56,347	57,852	58,433	57,044	56,705	57,918	59,402	64,172	70,034	71,165	55,921
531	Dept. stores (excl. leased depts.) . . . .	45,167	46,463	47,756	48,156	46,936	46,514	47,715	48,892	52,568	57,310	58,336	45,495
54	Food group stores . . . . .	29,276	28,665	29,125	29,152	28,882	29,123	29,138	28,892	29,241	30,385	31,190	30,231
56	Apparel and accessory stores . . . . .	22,246	23,281	24,566	24,644	24,196	24,367	25,634	26,364	27,730	28,906	28,529	23,320
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>331,323</b>	<b>331,938</b>	<b>334,282</b>	<b>335,270</b>	<b>332,728</b>	<b>333,042</b>	<b>332,881</b>	<b>333,432</b>	<b>335,965</b>	<b>335,911</b>	<b>338,348</b>	<b>340,760</b>
	Total (excl. automotive dealers) . . . .	237,593	238,428	240,336	240,948	239,570	242,027	242,345	242,755	242,999	242,302	243,305	244,795
	<b>Durable goods, total . . . . .</b>	<b>175,817</b>	<b>176,200</b>	<b>177,346</b>	<b>177,584</b>	<b>175,598</b>	<b>174,303</b>	<b>174,098</b>	<b>174,523</b>	<b>176,303</b>	<b>177,448</b>	<b>179,586</b>	<b>181,070</b>
52	Building materials group stores . . . . .	25,401	25,943	25,800	25,812	25,518	25,757	25,897	26,496	26,386	26,511	26,769	27,031
55 excl. 554	Automotive dealers . . . . .	93,730	93,510	93,946	94,322	93,158	91,015	90,536	90,677	92,966	93,609	95,043	95,965
57	Furniture group stores . . . . .	24,213	24,340	24,750	24,892	24,648	24,783	25,071	24,870	24,735	24,847	25,257	25,376
	<b>Nondurable goods, total . . . . .</b>	<b>155,506</b>	<b>155,738</b>	<b>156,936</b>	<b>157,686</b>	<b>157,130</b>	<b>158,739</b>	<b>158,783</b>	<b>158,909</b>	<b>159,662</b>	<b>158,463</b>	<b>158,762</b>	<b>159,690</b>
53	General merchandise group stores . . . . .	59,730	59,790	59,845	59,867	59,139	59,766	59,932	59,970	60,433	60,569	60,430	60,217
531	Dept. stores (excl. leased depts.) . . . .	49,148	49,219	49,284	49,239	48,588	49,117	49,446	49,386	49,639	49,619	49,437	49,078
54	Food group stores . . . . .	29,071	29,034	29,240	29,496	29,379	29,616	29,670	29,572	29,524	29,521	29,648	29,494
56	Apparel and accessory stores . . . . .	24,773	24,636	24,991	25,147	25,178	25,569	25,583	25,596	25,868	25,490	25,225	25,598
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.62</b>	<b>1.68</b>	<b>1.52</b>	<b>1.50</b>	<b>1.40</b>	<b>1.39</b>	<b>1.39</b>	<b>1.40</b>	<b>1.52</b>	<b>1.52</b>	<b>1.56</b>	<b>1.19</b>
	Total (excl. automotive dealers) . . . .	1.50	1.57	1.45	1.43	1.33	1.37	1.36	1.38	1.50	1.49	1.47	1.03
	<b>Durable goods, total . . . . .</b>	<b>2.17</b>	<b>2.20</b>	<b>1.94</b>	<b>1.92</b>	<b>1.77</b>	<b>1.67</b>	<b>1.70</b>	<b>1.73</b>	<b>1.83</b>	<b>1.87</b>	<b>2.05</b>	<b>1.68</b>
52	Building materials group stores . . . . .	2.45	2.58	2.11	1.83	1.65	1.64	1.68	1.82	1.79	1.77	1.98	1.95
55 excl. 554	Automotive dealers . . . . .	2.00	1.99	1.70	1.71	1.57	1.44	1.45	1.47	1.57	1.58	1.88	1.87
57	Furniture group stores . . . . .	1.99	2.11	2.01	2.16	2.03	1.98	1.96	1.91	2.07	2.20	2.06	1.35
	<b>Nondurable goods, total . . . . .</b>	<b>1.25</b>	<b>1.31</b>	<b>1.21</b>	<b>1.20</b>	<b>1.12</b>	<b>1.16</b>	<b>1.16</b>	<b>1.17</b>	<b>1.29</b>	<b>1.27</b>	<b>1.25</b>	<b>0.89</b>
53	General merchandise group stores . . . . .	2.50	2.47	2.23	2.13	1.95	2.05	2.13	2.06	2.42	2.39	2.05	1.12
531	Dept. stores (excl. leased depts.) . . . .	2.65	2.59	2.35	2.23	2.04	2.16	2.25	2.14	2.54	2.51	2.11	1.13
54	Food group stores . . . . .	0.83	0.89	0.83	0.82	0.77	0.80	0.76	0.77	0.81	0.81	0.86	0.74
56	Apparel and accessory stores . . . . .	2.91	2.93	2.57	2.37	2.32	2.48	2.53	2.31	2.84	2.67	2.40	1.36
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.49</b>	<b>1.48</b>	<b>1.49</b>	<b>1.48</b>	<b>1.46</b>	<b>1.45</b>	<b>1.46</b>	<b>1.46</b>	<b>1.47</b>	<b>1.45</b>	<b>1.44</b>	<b>1.44</b>
	Total (excl. automotive dealers) . . . .	1.41	1.40	1.41	1.41	1.39	1.40	1.40	1.40	1.40	1.38	1.38	1.38
	<b>Durable goods, total . . . . .</b>	<b>1.90</b>	<b>1.90</b>	<b>1.91</b>	<b>1.89</b>	<b>1.85</b>	<b>1.82</b>	<b>1.86</b>	<b>1.86</b>	<b>1.86</b>	<b>1.83</b>	<b>1.84</b>	<b>1.82</b>
52	Building materials group stores . . . . .	1.91	1.95	1.91	1.90	1.85	1.90	1.88	1.94	1.91	1.89	1.87	1.85
55 excl. 554	Automotive dealers . . . . .	1.73	1.72	1.73	1.70	1.66	1.60	1.66	1.66	1.68	1.65	1.65	1.63
57	Furniture group stores . . . . .	1.95	1.95	2.00	2.01	1.98	1.97	1.97	1.95	1.94	1.94	1.95	1.93
	<b>Nondurable goods, total . . . . .</b>	<b>1.19</b>	<b>1.18</b>	<b>1.19</b>	<b>1.19</b>	<b>1.18</b>	<b>1.19</b>	<b>1.18</b>	<b>1.18</b>	<b>1.18</b>	<b>1.17</b>	<b>1.16</b>	<b>1.16</b>
53	General merchandise group stores . . . . .	2.11	2.09	2.09	2.06	2.02	2.05	2.05	2.05	2.05	2.04	2.00	2.00
531	Dept. stores (excl. leased depts.) . . . .	2.20	2.17	2.19	2.15	2.10	2.14	2.15	2.14	2.14	2.12	2.09	2.07
54	Food group stores . . . . .	0.82	0.81	0.81	0.81	0.81	0.81	0.81	0.80	0.80	0.80	0.80	0.79
56	Apparel and accessory stores . . . . .	2.39	2.35	2.37	2.36	2.37	2.42	2.39	2.41	2.50	2.41	2.36	2.39

<sup>1</sup>See footnote at end of table.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1997											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>311,782</b>	<b>317,939</b>	<b>320,963</b>	<b>324,712</b>	<b>321,774</b>	<b>318,703</b>	<b>316,370</b>	<b>316,085</b>	<b>329,051</b>	<b>348,171</b>	<b>353,308</b>	<b>325,120</b>
	Total (excl. automotive dealers) . . . .	218,921	222,300	224,919	228,112	227,556	225,578	229,309	230,799	241,879	256,257	258,610	227,498
	<b>Durable goods, total . . . . .</b>	<b>169,221</b>	<b>173,361</b>	<b>174,836</b>	<b>177,089</b>	<b>175,295</b>	<b>173,433</b>	<b>167,912</b>	<b>165,687</b>	<b>170,691</b>	<b>180,275</b>	<b>183,721</b>	<b>177,130</b>
52	Building materials group stores . . . . .	22,881	23,518	24,720	25,276	25,383	24,976	24,493	24,129	24,574	24,754	24,332	24,177
55 excl. 554	Automotive dealers . . . . .	92,861	95,639	96,044	96,600	94,218	93,125	87,061	85,286	87,172	91,914	94,698	97,622
57	Furniture group stores . . . . .	24,085	23,790	23,770	23,739	23,911	23,626	24,006	23,848	24,870	27,231	27,790	23,948
	<b>Nondurable goods, total . . . . .</b>	<b>142,561</b>	<b>144,578</b>	<b>146,127</b>	<b>147,623</b>	<b>146,479</b>	<b>145,270</b>	<b>148,458</b>	<b>150,398</b>	<b>158,360</b>	<b>167,896</b>	<b>169,587</b>	<b>147,990</b>
53	General merchandise group stores . . . . .	53,847	55,452	56,422	57,571	57,044	56,079	56,919	57,915	62,430	67,682	69,035	54,998
531	Dept. stores (excl. leased depts.) . . . .	43,588	45,119	46,136	47,068	46,612	45,775	46,368	47,284	50,961	55,615	56,956	45,296
54	Food group stores . . . . .	28,678	28,145	28,454	28,127	28,049	28,110	28,006	28,215	28,789	29,760	30,483	29,577
56	Apparel and accessory stores . . . . .	20,614	21,834	22,332	22,974	22,686	22,513	23,777	24,385	25,754	27,362	27,141	22,411
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>320,527</b>	<b>322,714</b>	<b>320,987</b>	<b>322,666</b>	<b>324,143</b>	<b>325,290</b>	<b>326,937</b>	<b>325,596</b>	<b>328,245</b>	<b>328,645</b>	<b>328,371</b>	<b>330,308</b>
	Total (excl. automotive dealers) . . . .	229,846	231,166	229,675	231,145	232,344	232,565	233,516	231,968	234,515	234,357	234,544	236,064
	<b>Durable goods, total . . . . .</b>	<b>170,836</b>	<b>172,415</b>	<b>171,684</b>	<b>172,184</b>	<b>173,365</b>	<b>174,349</b>	<b>175,410</b>	<b>174,640</b>	<b>175,725</b>	<b>176,383</b>	<b>175,665</b>	<b>176,483</b>
52	Building materials group stores . . . . .	23,662	23,660	23,907	24,141	24,407	24,462	24,518	24,521	24,974	25,004	24,905	25,080
55 excl. 554	Automotive dealers . . . . .	90,681	91,548	91,312	91,521	91,799	92,725	93,421	93,628	93,730	94,288	93,827	94,244
57	Furniture group stores . . . . .	25,089	24,989	24,735	24,373	24,727	24,610	24,825	24,260	24,193	24,379	24,335	24,263
	<b>Nondurable goods, total . . . . .</b>	<b>149,691</b>	<b>150,299</b>	<b>149,303</b>	<b>150,482</b>	<b>150,778</b>	<b>150,941</b>	<b>151,527</b>	<b>150,956</b>	<b>152,520</b>	<b>152,262</b>	<b>152,706</b>	<b>153,825</b>
53	General merchandise group stores . . . . .	58,557	58,871	58,387	58,988	59,070	59,042	58,905	58,479	58,811	58,537	58,601	59,239
531	Dept. stores (excl. leased depts.) . . . .	47,430	47,796	47,661	48,127	48,203	48,286	48,050	47,762	48,122	48,152	48,268	48,863
54	Food group stores . . . . .	28,495	28,499	28,580	28,437	28,532	28,585	28,511	28,880	29,071	28,917	29,006	28,853
56	Apparel and accessory stores . . . . .	23,007	23,154	22,718	23,419	23,582	23,623	23,730	23,652	24,047	24,107	23,997	24,600
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.63</b>	<b>1.68</b>	<b>1.49</b>	<b>1.54</b>	<b>1.43</b>	<b>1.46</b>	<b>1.42</b>	<b>1.40</b>	<b>1.55</b>	<b>1.57</b>	<b>1.61</b>	<b>1.23</b>
	Total (excl. automotive dealers) . . . .	1.51	1.58	1.41	1.46	1.35	1.39	1.39	1.36	1.51	1.52	1.49	1.06
	<b>Durable goods, total . . . . .</b>	<b>2.23</b>	<b>2.24</b>	<b>1.97</b>	<b>2.00</b>	<b>1.88</b>	<b>1.88</b>	<b>1.80</b>	<b>1.78</b>	<b>1.92</b>	<b>2.00</b>	<b>2.18</b>	<b>1.78</b>
52	Building materials group stores . . . . .	2.47	2.53	2.13	1.87	1.71	1.75	1.73	1.84	1.83	1.82	2.08	2.06
55 excl. 554	Automotive dealers . . . . .	1.99	1.97	1.72	1.77	1.68	1.67	1.54	1.52	1.64	1.71	2.02	2.00
57	Furniture group stores . . . . .	2.31	2.39	2.17	2.24	2.14	2.16	2.11	2.00	2.19	2.32	2.12	1.39
	<b>Nondurable goods, total . . . . .</b>	<b>1.24</b>	<b>1.30</b>	<b>1.15</b>	<b>1.21</b>	<b>1.11</b>	<b>1.16</b>	<b>1.15</b>	<b>1.13</b>	<b>1.28</b>	<b>1.27</b>	<b>1.25</b>	<b>0.90</b>
53	General merchandise group stores . . . . .	2.59	2.60	2.22	2.37	2.09	2.15	2.22	2.08	2.53	2.45	2.11	1.18
531	Dept. stores (excl. leased depts.) . . . .	2.72	2.72	2.30	2.48	2.19	2.24	2.34	2.15	2.64	2.56	2.18	1.20
54	Food group stores . . . . .	0.83	0.89	0.79	0.83	0.76	0.81	0.76	0.77	0.84	0.83	0.86	0.77
56	Apparel and accessory stores . . . . .	2.88	2.94	2.31	2.59	2.29	2.41	2.53	2.19	2.68	2.67	2.37	1.36
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.49</b>	<b>1.48</b>	<b>1.47</b>	<b>1.50</b>	<b>1.52</b>	<b>1.50</b>	<b>1.49</b>	<b>1.48</b>	<b>1.49</b>	<b>1.49</b>	<b>1.49</b>	<b>1.49</b>
	Total (excl. automotive dealers) . . . .	1.41	1.41	1.39	1.42	1.42	1.41	1.41	1.39	1.40	1.40	1.40	1.41
	<b>Durable goods, total . . . . .</b>	<b>1.95</b>	<b>1.93</b>	<b>1.93</b>	<b>1.97</b>	<b>2.02</b>	<b>1.99</b>	<b>1.97</b>	<b>1.93</b>	<b>1.96</b>	<b>1.97</b>	<b>1.95</b>	<b>1.93</b>
52	Building materials group stores . . . . .	1.94	1.91	1.90	1.93	1.96	1.95	1.95	1.96	1.97	1.96	1.95	1.95
55 excl. 554	Automotive dealers . . . . .	1.73	1.71	1.72	1.77	1.82	1.79	1.76	1.72	1.76	1.79	1.76	1.73
57	Furniture group stores . . . . .	2.23	2.19	2.15	2.09	2.13	2.12	2.12	2.04	2.05	2.05	2.01	1.99
	<b>Nondurable goods, total . . . . .</b>	<b>1.17</b>	<b>1.17</b>	<b>1.16</b>	<b>1.18</b>	<b>1.18</b>	<b>1.17</b>	<b>1.17</b>	<b>1.16</b>	<b>1.17</b>	<b>1.17</b>	<b>1.17</b>	<b>1.18</b>
53	General merchandise group stores . . . . .	2.16	2.17	2.14	2.22	2.17	2.16	2.12	2.10	2.12	2.09	2.09	2.11
531	Dept. stores (excl. leased depts.) . . . .	2.23	2.25	2.21	2.31	2.26	2.24	2.21	2.18	2.20	2.18	2.18	2.20
54	Food group stores . . . . .	0.81	0.81	0.80	0.81	0.81	0.81	0.81	0.81	0.81	0.81	0.81	0.81
56	Apparel and accessory stores . . . . .	2.34	2.35	2.29	2.40	2.38	2.36	2.33	2.30	2.37	2.38	2.35	2.40

See footnote at end of table.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1996											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>302,867</b>	<b>307,261</b>	<b>309,110</b>	<b>310,939</b>	<b>310,139</b>	<b>306,685</b>	<b>306,274</b>	<b>309,084</b>	<b>319,488</b>	<b>340,397</b>	<b>344,498</b>	<b>315,582</b>
	Total (excl. automotive dealers) . . . .	212,500	215,395	219,180	221,651	220,608	218,088	222,743	226,301	234,721	251,282	253,412	221,697
	<b>Durable goods, total . . . . .</b>	<b>164,531</b>	<b>167,081</b>	<b>166,959</b>	<b>168,157</b>	<b>168,271</b>	<b>166,340</b>	<b>161,879</b>	<b>161,890</b>	<b>165,987</b>	<b>176,194</b>	<b>178,325</b>	<b>171,468</b>
52	Building materials group stores . . . . .	21,990	22,633	23,699	23,976	24,015	23,849	23,463	22,892	22,847	23,160	23,068	22,963
55 excl. 554	Automotive dealers . . . . .	90,367	91,866	89,930	89,288	89,531	88,597	83,531	82,783	84,767	89,115	91,086	93,885
57	Furniture group stores . . . . .	23,369	23,524	23,757	24,389	24,381	23,941	24,172	24,830	26,031	28,356	28,334	24,503
	<b>Nondurable goods, total . . . . .</b>	<b>138,336</b>	<b>140,180</b>	<b>142,151</b>	<b>142,782</b>	<b>141,868</b>	<b>140,345</b>	<b>144,395</b>	<b>147,194</b>	<b>153,501</b>	<b>164,203</b>	<b>166,173</b>	<b>144,114</b>
53	General merchandise group stores . . . . .	53,659	54,806	56,285	56,738	56,365	55,552	57,032	58,978	62,969	68,685	70,003	54,890
531	Dept. stores (excl. leased depts.) . . . .	42,720	44,008	45,219	45,621	45,285	44,571	45,716	47,476	50,582	55,256	56,631	44,308
54	Food group stores . . . . .	27,654	27,284	27,452	27,534	27,374	27,232	27,415	27,297	27,833	29,157	29,851	29,255
56	Apparel and accessory stores . . . . .	20,389	21,477	22,357	21,909	21,411	21,222	22,498	23,275	23,960	25,756	26,191	20,966
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>311,493</b>	<b>311,995</b>	<b>309,364</b>	<b>309,629</b>	<b>312,253</b>	<b>312,786</b>	<b>316,480</b>	<b>318,148</b>	<b>318,718</b>	<b>321,153</b>	<b>319,714</b>	<b>320,601</b>
	Total (excl. automotive dealers) . . . .	223,096	223,924	223,802	224,802	225,268	224,892	227,107	227,447	227,464	229,580	229,466	229,868
	<b>Durable goods, total . . . . .</b>	<b>166,040</b>	<b>166,154</b>	<b>164,151</b>	<b>164,078</b>	<b>166,266</b>	<b>166,941</b>	<b>168,952</b>	<b>170,368</b>	<b>170,945</b>	<b>172,408</b>	<b>170,384</b>	<b>170,849</b>
52	Building materials group stores . . . . .	22,717	22,747	22,920	22,944	23,047	23,381	23,486	23,241	23,266	23,394	23,611	23,821
55 excl. 554	Automotive dealers . . . . .	88,397	88,071	85,562	84,827	86,985	87,894	89,373	90,701	91,254	91,573	90,248	90,733
57	Furniture group stores . . . . .	24,217	24,684	24,670	25,117	25,239	24,913	25,101	25,259	25,297	25,431	24,811	24,726
	<b>Nondurable goods, total . . . . .</b>	<b>145,453</b>	<b>145,841</b>	<b>145,213</b>	<b>145,551</b>	<b>145,987</b>	<b>145,845</b>	<b>147,528</b>	<b>147,780</b>	<b>147,773</b>	<b>148,745</b>	<b>149,330</b>	<b>149,752</b>
53	General merchandise group stores . . . . .	58,325	58,217	58,157	58,096	58,300	58,490	59,077	59,551	59,341	59,439	59,462	59,127
531	Dept. stores (excl. leased depts.) . . . .	46,435	46,619	46,666	46,600	46,782	47,016	47,423	47,956	47,764	47,882	48,033	47,797
54	Food group stores . . . . .	27,476	27,622	27,560	27,815	27,847	27,665	27,905	27,964	28,103	28,328	28,437	28,539
56	Apparel and accessory stores . . . . .	22,781	22,775	22,767	22,311	22,234	22,292	22,476	22,553	22,372	22,693	23,137	22,989
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.71</b>	<b>1.67</b>	<b>1.51</b>	<b>1.53</b>	<b>1.42</b>	<b>1.46</b>	<b>1.46</b>	<b>1.42</b>	<b>1.59</b>	<b>1.60</b>	<b>1.60</b>	<b>1.26</b>
	Total (excl. automotive dealers) . . . .	1.59	1.58	1.46	1.47	1.36	1.39	1.42	1.38	1.55	1.56	1.50	1.08
	<b>Durable goods, total . . . . .</b>	<b>2.33</b>	<b>2.21</b>	<b>1.97</b>	<b>1.97</b>	<b>1.81</b>	<b>1.88</b>	<b>1.83</b>	<b>1.80</b>	<b>2.00</b>	<b>2.02</b>	<b>2.16</b>	<b>1.87</b>
52	Building materials group stores . . . . .	2.59	2.61	2.30	1.90	1.70	1.75	1.74	1.76	1.85	1.78	2.01	2.12
55 excl. 554	Automotive dealers . . . . .	2.08	1.91	1.66	1.70	1.58	1.66	1.56	1.54	1.71	1.70	1.96	2.10
57	Furniture group stores . . . . .	2.32	2.40	2.20	2.36	2.26	2.24	2.24	2.17	2.40	2.50	2.26	1.56
	<b>Nondurable goods, total . . . . .</b>	<b>1.30</b>	<b>1.29</b>	<b>1.19</b>	<b>1.21</b>	<b>1.13</b>	<b>1.16</b>	<b>1.19</b>	<b>1.15</b>	<b>1.30</b>	<b>1.30</b>	<b>1.25</b>	<b>0.91</b>
53	General merchandise group stores . . . . .	2.87	2.66	2.41	2.41	2.17	2.23	2.40	2.23	2.64	2.64	2.25	1.22
531	Dept. stores (excl. leased depts.) . . . .	2.99	2.77	2.49	2.49	2.25	2.31	2.49	2.30	2.71	2.73	2.30	1.23
54	Food group stores . . . . .	0.84	0.85	0.80	0.82	0.77	0.79	0.77	0.76	0.83	0.84	0.85	0.78
56	Apparel and accessory stores . . . . .	3.07	2.85	2.48	2.38	2.23	2.33	2.55	2.19	2.59	2.63	2.38	1.36
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.55</b>	<b>1.53</b>	<b>1.50</b>	<b>1.49</b>	<b>1.50</b>	<b>1.51</b>	<b>1.52</b>	<b>1.53</b>	<b>1.51</b>	<b>1.51</b>	<b>1.51</b>	<b>1.50</b>
	Total (excl. automotive dealers) . . . .	1.46	1.46	1.44	1.43	1.42	1.43	1.44	1.44	1.43	1.43	1.42	1.42
	<b>Durable goods, total . . . . .</b>	<b>2.03</b>	<b>1.99</b>	<b>1.94</b>	<b>1.95</b>	<b>1.95</b>	<b>1.98</b>	<b>1.99</b>	<b>2.01</b>	<b>1.99</b>	<b>1.99</b>	<b>1.98</b>	<b>1.99</b>
52	Building materials group stores . . . . .	2.04	2.04	2.05	1.98	1.97	1.93	1.95	1.94	1.93	1.94	1.95	1.97
55 excl. 554	Automotive dealers . . . . .	1.80	1.73	1.68	1.70	1.72	1.76	1.77	1.80	1.77	1.77	1.77	1.78
57	Furniture group stores . . . . .	2.23	2.26	2.19	2.22	2.23	2.20	2.24	2.24	2.21	2.22	2.20	2.20
	<b>Nondurable goods, total . . . . .</b>	<b>1.21</b>	<b>1.21</b>	<b>1.20</b>	<b>1.18</b>	<b>1.18</b>	<b>1.19</b>	<b>1.20</b>	<b>1.20</b>	<b>1.19</b>	<b>1.18</b>	<b>1.18</b>	<b>1.18</b>
53	General merchandise group stores . . . . .	2.32	2.28	2.30	2.24	2.24	2.26	2.28	2.26	2.24	2.23	2.24	2.18
531	Dept. stores (excl. leased depts.) . . . .	2.37	2.35	2.37	2.30	2.30	2.33	2.34	2.33	2.30	2.30	2.31	2.25
54	Food group stores . . . . .	0.80	0.81	0.80	0.81	0.81	0.80	0.81	0.81	0.81	0.81	0.81	0.81
56	Apparel and accessory stores . . . . .	2.44	2.35	2.39	2.28	2.29	2.30	2.34	2.34	2.28	2.30	2.40	2.36

See footnote at end of table.



**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1995											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>289,462</b>	<b>294,615</b>	<b>301,955</b>	<b>305,275</b>	<b>304,568</b>	<b>301,327</b>	<b>296,118</b>	<b>300,413</b>	<b>309,494</b>	<b>329,570</b>	<b>337,595</b>	<b>305,476</b>
	Total (excl. automotive dealers) . . . .	205,616	208,054	212,348	214,701	214,571	213,412	215,418	221,843	230,228	245,065	248,510	215,145
	<b>Durable goods, total . . . . .</b>	<b>154,639</b>	<b>157,749</b>	<b>162,215</b>	<b>165,043</b>	<b>164,714</b>	<b>162,235</b>	<b>155,007</b>	<b>155,446</b>	<b>158,677</b>	<b>168,191</b>	<b>174,625</b>	<b>165,784</b>
52	Building materials group stores . . . . .	20,829	21,180	22,181	22,691	22,711	22,172	21,928	22,007	22,201	22,596	22,315	21,923
55 excl. 554	Automotive dealers . . . . .	83,846	86,561	89,607	90,574	89,997	87,915	80,700	78,570	79,266	84,505	89,085	90,331
57	Furniture group stores . . . . .	22,246	21,963	22,385	22,605	22,575	22,827	22,560	23,745	25,085	26,895	28,147	24,304
	<b>Nondurable goods, total . . . . .</b>	<b>134,823</b>	<b>136,866</b>	<b>139,740</b>	<b>140,232</b>	<b>139,854</b>	<b>139,092</b>	<b>141,111</b>	<b>144,967</b>	<b>150,817</b>	<b>161,379</b>	<b>162,970</b>	<b>139,692</b>
53	General merchandise group stores . . . . .	51,400	53,285	54,664	54,950	54,894	54,438	55,266	57,026	60,913	66,938	68,570	54,012
531	Dept. stores (excl. leased depts.) . . . .	40,564	42,226	42,992	43,292	43,385	42,969	43,738	45,210	48,397	53,254	54,659	43,015
54	Food group stores . . . . .	26,998	26,592	26,750	26,629	26,512	26,612	26,668	26,658	27,124	28,125	28,631	28,242
56	Apparel and accessory stores . . . . .	20,932	22,126	23,222	23,476	23,062	22,432	23,367	24,321	24,987	26,594	26,437	20,826
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>297,969</b>	<b>299,510</b>	<b>302,054</b>	<b>304,161</b>	<b>306,316</b>	<b>306,980</b>	<b>305,494</b>	<b>308,770</b>	<b>308,619</b>	<b>311,056</b>	<b>313,453</b>	<b>310,276</b>
	Total (excl. automotive dealers) . . . .	215,789	216,304	216,681	217,825	219,054	220,070	219,543	222,827	223,199	223,989	225,104	222,922
	<b>Durable goods, total . . . . .</b>	<b>156,120</b>	<b>157,041</b>	<b>159,361</b>	<b>161,286</b>	<b>162,454</b>	<b>162,480</b>	<b>161,414</b>	<b>163,319</b>	<b>163,401</b>	<b>164,906</b>	<b>167,026</b>	<b>165,108</b>
52	Building materials group stores . . . . .	21,495	21,244	21,452	21,756	21,754	21,737	21,928	22,319	22,654	22,847	22,840	22,742
55 excl. 554	Automotive dealers . . . . .	82,180	83,206	85,373	86,336	87,262	86,910	85,951	85,943	85,420	87,067	88,349	87,354
57	Furniture group stores . . . . .	22,958	23,070	23,173	23,304	23,345	23,729	23,476	24,180	24,378	24,186	24,712	24,377
	<b>Nondurable goods, total . . . . .</b>	<b>141,849</b>	<b>142,469</b>	<b>142,693</b>	<b>142,875</b>	<b>143,862</b>	<b>144,500</b>	<b>144,080</b>	<b>145,451</b>	<b>145,218</b>	<b>146,150</b>	<b>146,427</b>	<b>145,168</b>
53	General merchandise group stores . . . . .	55,834	56,648	56,371	56,195	56,724	57,310	57,196	57,544	57,420	57,943	58,348	58,189
531	Dept. stores (excl. leased depts.) . . . .	44,043	44,731	44,276	44,176	44,773	45,326	45,324	45,621	45,701	46,187	46,479	46,402
54	Food group stores . . . . .	26,845	26,892	26,866	26,881	26,921	26,983	27,143	27,327	27,383	27,343	27,322	27,551
56	Apparel and accessory stores . . . . .	23,414	23,439	23,672	23,858	23,923	23,588	23,320	23,521	23,374	23,472	23,354	22,811
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.72</b>	<b>1.78</b>	<b>1.56</b>	<b>1.62</b>	<b>1.50</b>	<b>1.48</b>	<b>1.51</b>	<b>1.46</b>	<b>1.59</b>	<b>1.68</b>	<b>1.65</b>	<b>1.27</b>
	Total (excl. automotive dealers) . . . .	1.59	1.66	1.48	1.51	1.41	1.42	1.46	1.44	1.56	1.64	1.55	1.09
	<b>Durable goods, total . . . . .</b>	<b>2.36</b>	<b>2.41</b>	<b>2.04</b>	<b>2.17</b>	<b>1.95</b>	<b>1.87</b>	<b>1.93</b>	<b>1.82</b>	<b>2.00</b>	<b>2.13</b>	<b>2.21</b>	<b>1.88</b>
52	Building materials group stores . . . . .	2.49	2.60	2.11	2.03	1.75	1.77	1.89	1.83	1.93	1.93	2.06	2.15
55 excl. 554	Automotive dealers . . . . .	2.13	2.15	1.79	1.95	1.75	1.65	1.66	1.52	1.67	1.80	2.00	2.13
57	Furniture group stores . . . . .	2.31	2.46	2.23	2.43	2.25	2.23	2.23	2.18	2.36	2.51	2.29	1.55
	<b>Nondurable goods, total . . . . .</b>	<b>1.31</b>	<b>1.37</b>	<b>1.23</b>	<b>1.24</b>	<b>1.18</b>	<b>1.18</b>	<b>1.21</b>	<b>1.20</b>	<b>1.31</b>	<b>1.38</b>	<b>1.30</b>	<b>0.92</b>
53	General merchandise group stores . . . . .	2.81	2.89	2.45	2.41	2.30	2.27	2.38	2.31	2.63	2.77	2.28	1.25
531	Dept. stores (excl. leased depts.) . . . .	2.94	2.99	2.49	2.46	2.37	2.33	2.44	2.36	2.68	2.84	2.30	1.26
54	Food group stores . . . . .	0.84	0.88	0.80	0.81	0.77	0.78	0.77	0.77	0.82	0.85	0.85	0.76
56	Apparel and accessory stores . . . . .	3.19	3.29	2.68	2.62	2.56	2.52	2.74	2.47	2.67	2.93	2.43	1.34
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.53</b>	<b>1.56</b>	<b>1.56</b>	<b>1.57</b>	<b>1.56</b>	<b>1.55</b>	<b>1.55</b>	<b>1.55</b>	<b>1.55</b>	<b>1.56</b>	<b>1.56</b>	<b>1.53</b>
	Total (excl. automotive dealers) . . . .	1.45	1.47	1.47	1.47	1.47	1.47	1.47	1.48	1.48	1.48	1.48	1.45
	<b>Durable goods, total . . . . .</b>	<b>2.01</b>	<b>2.06</b>	<b>2.07</b>	<b>2.09</b>	<b>2.07</b>	<b>2.05</b>	<b>2.03</b>	<b>2.02</b>	<b>2.04</b>	<b>2.05</b>	<b>2.04</b>	<b>2.01</b>
52	Building materials group stores . . . . .	1.92	1.94	1.94	2.03	2.02	2.02	2.03	2.03	2.06	2.04	2.01	1.99
55 excl. 554	Automotive dealers . . . . .	1.80	1.86	1.87	1.89	1.88	1.83	1.81	1.78	1.79	1.82	1.82	1.79
57	Furniture group stores . . . . .	2.17	2.22	2.24	2.26	2.22	2.24	2.21	2.23	2.23	2.20	2.22	2.20
	<b>Nondurable goods, total . . . . .</b>	<b>1.21</b>	<b>1.23</b>	<b>1.23</b>	<b>1.22</b>	<b>1.22</b>	<b>1.22</b>	<b>1.22</b>	<b>1.23</b>	<b>1.22</b>	<b>1.24</b>	<b>1.23</b>	<b>1.21</b>
53	General merchandise group stores . . . . .	2.25	2.37	2.32	2.30	2.31	2.29	2.28	2.31	2.27	2.32	2.31	2.30
531	Dept. stores (excl. leased depts.) . . . .	2.30	2.40	2.36	2.34	2.36	2.34	2.32	2.36	2.32	2.37	2.36	2.37
54	Food group stores . . . . .	0.80	0.80	0.81	0.80	0.80	0.80	0.81	0.81	0.81	0.81	0.81	0.81
56	Apparel and accessory stores . . . . .	2.49	2.59	2.55	2.60	2.57	2.53	2.52	2.55	2.44	2.53	2.46	2.39

See footnote at end of table.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1994											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>260,593</b>	<b>265,120</b>	<b>270,740</b>	<b>273,004</b>	<b>275,688</b>	<b>276,640</b>	<b>272,770</b>	<b>278,880</b>	<b>290,359</b>	<b>307,556</b>	<b>314,698</b>	<b>289,601</b>
	Total (excl. automotive dealers) . . . .	189,915	192,938	197,398	199,542	200,999	201,939	203,707	208,554	217,509	232,102	235,192	206,906
	<b>Durable goods, total . . . . .</b>	<b>134,349</b>	<b>136,788</b>	<b>139,061</b>	<b>140,522</b>	<b>142,737</b>	<b>143,263</b>	<b>138,063</b>	<b>140,821</b>	<b>145,384</b>	<b>152,890</b>	<b>158,396</b>	<b>153,821</b>
52	Building materials group stores . . . . .	18,660	19,510	20,309	20,680	21,093	20,727	20,451	20,514	20,205	20,587	20,690	20,538
55 excl. 554	Automotive dealers . . . . .	70,678	72,182	73,342	73,462	74,689	74,701	69,063	70,326	72,850	75,454	79,506	82,695
57	Furniture group stores . . . . .	19,910	19,562	19,448	20,103	20,396	20,599	20,433	21,316	22,816	25,225	26,069	23,032
	<b>Nondurable goods, total . . . . .</b>	<b>126,244</b>	<b>128,332</b>	<b>131,679</b>	<b>132,482</b>	<b>132,951</b>	<b>133,377</b>	<b>134,707</b>	<b>138,059</b>	<b>144,975</b>	<b>154,666</b>	<b>156,302</b>	<b>135,780</b>
53	General merchandise group stores . . . . .	46,721	48,386	50,227	51,071	51,714	51,684	51,661	53,365	57,605	62,914	64,263	51,211
531	Dept. stores (excl. leased depts.) . . . .	36,722	38,190	39,495	40,317	40,812	40,729	40,869	42,230	45,620	49,687	50,741	40,441
54	Food group stores . . . . .	26,260	25,818	26,247	25,961	25,879	26,154	26,107	25,916	26,486	27,473	27,976	27,453
56	Apparel and accessory stores . . . . .	19,900	20,950	21,743	22,102	21,811	21,686	22,766	23,686	24,702	26,326	26,321	21,353
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>268,502</b>	<b>270,071</b>	<b>271,228</b>	<b>272,709</b>	<b>277,498</b>	<b>281,923</b>	<b>280,655</b>	<b>286,098</b>	<b>289,607</b>	<b>290,293</b>	<b>292,164</b>	<b>294,052</b>
	Total (excl. automotive dealers) . . . .	199,026	200,426	201,163	202,286	205,133	208,195	207,615	209,498	211,033	212,435	213,378	214,155
	<b>Durable goods, total . . . . .</b>	<b>135,835</b>	<b>136,523</b>	<b>136,942</b>	<b>137,970</b>	<b>140,756</b>	<b>143,360</b>	<b>143,118</b>	<b>147,572</b>	<b>149,862</b>	<b>150,060</b>	<b>151,580</b>	<b>153,019</b>
52	Building materials group stores . . . . .	19,257	19,530	19,622	19,866	20,165	20,301	20,451	20,805	20,660	20,858	21,199	21,305
55 excl. 554	Automotive dealers . . . . .	69,476	69,645	70,065	70,423	72,365	73,728	73,040	76,600	78,574	77,858	78,786	79,897
57	Furniture group stores . . . . .	20,484	20,527	20,070	20,703	21,070	21,368	21,284	21,729	22,195	22,828	23,009	22,963
	<b>Nondurable goods, total . . . . .</b>	<b>132,667</b>	<b>133,548</b>	<b>134,286</b>	<b>134,739</b>	<b>136,742</b>	<b>138,563</b>	<b>137,537</b>	<b>138,526</b>	<b>139,745</b>	<b>140,233</b>	<b>140,584</b>	<b>141,033</b>
53	General merchandise group stores . . . . .	50,689	51,467	51,636	52,025	53,451	54,467	53,454	53,882	54,403	54,485	54,804	55,216
531	Dept. stores (excl. leased depts.) . . . .	39,785	40,456	40,549	40,973	42,118	43,008	42,351	42,657	43,160	43,131	43,257	43,673
54	Food group stores . . . . .	26,134	26,128	26,372	26,192	26,228	26,471	26,570	26,589	26,742	26,728	26,740	26,779
56	Apparel and accessory stores . . . . .	22,260	22,146	22,187	22,439	22,579	22,803	22,721	22,841	23,108	23,297	23,293	23,362
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.67</b>	<b>1.69</b>	<b>1.46</b>	<b>1.49</b>	<b>1.47</b>	<b>1.45</b>	<b>1.46</b>	<b>1.43</b>	<b>1.55</b>	<b>1.61</b>	<b>1.61</b>	<b>1.23</b>
	Total (excl. automotive dealers) . . . .	1.58	1.62	1.43	1.46	1.41	1.41	1.43	1.41	1.53	1.59	1.53	1.07
	<b>Durable goods, total . . . . .</b>	<b>2.31</b>	<b>2.25</b>	<b>1.86</b>	<b>1.89</b>	<b>1.87</b>	<b>1.81</b>	<b>1.86</b>	<b>1.79</b>	<b>1.92</b>	<b>2.03</b>	<b>2.12</b>	<b>1.80</b>
52	Building materials group stores . . . . .	2.55	2.71	2.08	1.87	1.72	1.73	1.83	1.73	1.76	1.84	1.96	2.04
55 excl. 554	Automotive dealers . . . . .	2.00	1.90	1.55	1.59	1.63	1.56	1.56	1.50	1.62	1.69	1.88	2.01
57	Furniture group stores . . . . .	2.43	2.43	2.11	2.27	2.24	2.16	2.15	2.11	2.31	2.48	2.27	1.52
	<b>Nondurable goods, total . . . . .</b>	<b>1.29</b>	<b>1.33</b>	<b>1.19</b>	<b>1.22</b>	<b>1.19</b>	<b>1.19</b>	<b>1.20</b>	<b>1.19</b>	<b>1.30</b>	<b>1.34</b>	<b>1.29</b>	<b>0.91</b>
53	General merchandise group stores . . . . .	2.76	2.76	2.34	2.41	2.33	2.31	2.40	2.30	2.65	2.65	2.26	1.22
531	Dept. stores (excl. leased depts.) . . . .	2.89	2.89	2.40	2.49	2.41	2.38	2.48	2.35	2.72	2.71	2.29	1.22
54	Food group stores . . . . .	0.84	0.88	0.80	0.81	0.78	0.78	0.77	0.77	0.81	0.84	0.85	0.75
56	Apparel and accessory stores . . . . .	3.13	3.13	2.46	2.54	2.53	2.52	2.68	2.42	2.76	2.81	2.49	1.36
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.50</b>	<b>1.48</b>	<b>1.47</b>	<b>1.47</b>	<b>1.51</b>	<b>1.51</b>	<b>1.51</b>	<b>1.51</b>	<b>1.52</b>	<b>1.50</b>	<b>1.51</b>	<b>1.52</b>
	Total (excl. automotive dealers) . . . .	1.44	1.43	1.42	1.43	1.45	1.46	1.45	1.44	1.45	1.45	1.45	1.45
	<b>Durable goods, total . . . . .</b>	<b>1.96</b>	<b>1.93</b>	<b>1.89</b>	<b>1.89</b>	<b>1.95</b>	<b>1.96</b>	<b>1.96</b>	<b>1.97</b>	<b>1.98</b>	<b>1.93</b>	<b>1.95</b>	<b>1.98</b>
52	Building materials group stores . . . . .	1.95	2.02	1.92	1.93	1.95	1.96	1.96	1.93	1.90	1.92	1.93	1.96
55 excl. 554	Automotive dealers . . . . .	1.67	1.64	1.61	1.61	1.70	1.71	1.71	1.74	1.77	1.68	1.70	1.74
57	Furniture group stores . . . . .	2.29	2.20	2.11	2.17	2.17	2.16	2.15	2.15	2.18	2.20	2.20	2.18
	<b>Nondurable goods, total . . . . .</b>	<b>1.21</b>	<b>1.20</b>	<b>1.19</b>	<b>1.20</b>	<b>1.22</b>	<b>1.22</b>	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.22</b>	<b>1.22</b>	<b>1.22</b>
53	General merchandise group stores . . . . .	2.23	2.24	2.22	2.25	2.31	2.33	2.29	2.28	2.29	2.27	2.28	2.28
531	Dept. stores (excl. leased depts.) . . . .	2.29	2.30	2.27	2.32	2.38	2.39	2.35	2.34	2.35	2.32	2.32	2.33
54	Food group stores . . . . .	0.81	0.80	0.81	0.81	0.80	0.80	0.81	0.80	0.80	0.81	0.80	0.81
56	Apparel and accessory stores . . . . .	2.51	2.44	2.41	2.46	2.49	2.51	2.47	2.46	2.52	2.48	2.46	2.49

See footnote at end of table.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1993											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>246,478</b>	<b>251,676</b>	<b>259,609</b>	<b>260,756</b>	<b>259,005</b>	<b>256,748</b>	<b>254,843</b>	<b>254,999</b>	<b>263,860</b>	<b>280,388</b>	<b>288,071</b>	<b>265,058</b>
	Total (excl. automotive dealers) . . . .	180,934	183,514	189,253	190,764	189,746	188,301	191,550	194,055	202,131	214,908	218,435	192,881
	<b>Durable goods, total . . . . .</b>	<b>122,495</b>	<b>125,792</b>	<b>129,573</b>	<b>129,844</b>	<b>129,805</b>	<b>128,841</b>	<b>124,225</b>	<b>122,114</b>	<b>125,241</b>	<b>133,082</b>	<b>138,770</b>	<b>135,843</b>
52	Building materials group stores . . . . .	17,041	17,762	18,449	18,487	18,726	18,390	18,102	17,836	17,799	18,230	18,259	18,215
55 excl. 554	Automotive dealers . . . . .	65,544	68,162	70,356	69,992	69,259	68,447	63,293	60,944	61,729	65,480	69,636	72,177
57	Furniture group stores . . . . .	17,438	16,933	17,497	17,625	17,680	18,051	18,315	18,718	19,784	21,150	22,181	20,374
	<b>Nondurable goods, total . . . . .</b>	<b>123,983</b>	<b>125,884</b>	<b>130,036</b>	<b>130,912</b>	<b>129,200</b>	<b>127,907</b>	<b>130,618</b>	<b>132,885</b>	<b>138,619</b>	<b>147,306</b>	<b>149,301</b>	<b>129,215</b>
53	General merchandise group stores . . . . .	45,765	47,205	50,073	50,826	50,044	48,785	49,848	51,337	54,959	60,090	61,465	48,449
531	Dept. stores (excl. leased depts.) . . . .	35,931	37,205	39,398	39,781	39,438	38,339	39,168	40,377	43,125	46,924	48,047	38,009
54	Food group stores . . . . .	25,831	25,522	25,850	25,933	25,688	25,702	25,450	25,224	25,707	26,708	27,127	26,654
56	Apparel and accessory stores . . . . .	20,191	21,245	21,996	22,171	21,757	21,508	22,888	23,544	24,352	25,423	25,435	20,522
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>254,183</b>	<b>256,675</b>	<b>259,948</b>	<b>260,590</b>	<b>260,725</b>	<b>261,609</b>	<b>261,551</b>	<b>261,026</b>	<b>262,662</b>	<b>264,502</b>	<b>267,439</b>	<b>269,303</b>
	Total (excl. automotive dealers) . . . .	189,572	190,599	192,567	193,074	193,548	194,040	195,140	194,815	196,271	197,022	198,555	199,573
	<b>Durable goods, total . . . . .</b>	<b>123,837</b>	<b>125,679</b>	<b>127,521</b>	<b>127,768</b>	<b>127,972</b>	<b>128,772</b>	<b>128,259</b>	<b>127,785</b>	<b>128,877</b>	<b>130,781</b>	<b>132,966</b>	<b>135,088</b>
52	Building materials group stores . . . . .	17,568	17,744	17,808	17,776	17,885	17,994	18,102	18,053	18,199	18,545	18,746	18,895
55 excl. 554	Automotive dealers . . . . .	64,611	66,076	67,381	67,516	67,177	67,569	66,411	66,211	66,391	67,480	68,884	69,730
57	Furniture group stores . . . . .	17,903	17,768	17,964	18,077	18,227	18,667	19,058	19,100	19,283	19,262	19,716	20,232
	<b>Nondurable goods, total . . . . .</b>	<b>130,346</b>	<b>130,996</b>	<b>132,427</b>	<b>132,822</b>	<b>132,753</b>	<b>132,837</b>	<b>133,292</b>	<b>133,241</b>	<b>133,785</b>	<b>133,721</b>	<b>134,473</b>	<b>134,215</b>
53	General merchandise group stores . . . . .	49,634	50,211	51,301	51,592	51,736	51,454	51,523	51,800	51,958	52,060	52,564	52,305
531	Dept. stores (excl. leased depts.) . . . .	38,886	39,412	40,284	40,264	40,700	40,527	40,547	40,785	40,877	40,768	41,066	41,091
54	Food group stores . . . . .	25,751	25,824	25,975	26,142	25,929	25,965	25,877	25,880	25,995	26,004	25,977	26,043
56	Apparel and accessory stores . . . . .	22,585	22,410	22,491	22,463	22,476	22,592	22,820	22,638	22,780	22,598	22,589	22,453
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.67</b>	<b>1.74</b>	<b>1.58</b>	<b>1.53</b>	<b>1.47</b>	<b>1.46</b>	<b>1.43</b>	<b>1.44</b>	<b>1.54</b>	<b>1.59</b>	<b>1.59</b>	<b>1.21</b>
	Total (excl. automotive dealers) . . . .	1.55	1.63	1.50	1.46	1.40	1.41	1.41	1.42	1.53	1.56	1.52	1.06
	<b>Durable goods, total . . . . .</b>	<b>2.32</b>	<b>2.40</b>	<b>2.10</b>	<b>1.99</b>	<b>1.93</b>	<b>1.85</b>	<b>1.80</b>	<b>1.79</b>	<b>1.90</b>	<b>2.01</b>	<b>2.09</b>	<b>1.75</b>
52	Building materials group stores . . . . .	2.57	2.67	2.24	1.92	1.75	1.74	1.79	1.79	1.81	1.84	1.94	1.94
55 excl. 554	Automotive dealers . . . . .	2.10	2.15	1.84	1.75	1.72	1.63	1.51	1.51	1.58	1.67	1.84	1.90
57	Furniture group stores . . . . .	2.22	2.33	2.15	2.21	2.16	2.13	2.10	2.15	2.30	2.39	2.24	1.58
	<b>Nondurable goods, total . . . . .</b>	<b>1.30</b>	<b>1.36</b>	<b>1.27</b>	<b>1.25</b>	<b>1.19</b>	<b>1.21</b>	<b>1.20</b>	<b>1.22</b>	<b>1.31</b>	<b>1.33</b>	<b>1.30</b>	<b>0.91</b>
53	General merchandise group stores . . . . .	2.86	2.90	2.64	2.53	2.34	2.39	2.43	2.37	2.69	2.68	2.31	1.23
531	Dept. stores (excl. leased depts.) . . . .	3.04	3.10	2.78	2.63	2.45	2.51	2.56	2.45	2.79	2.75	2.36	1.24
54	Food group stores . . . . .	0.84	0.89	0.83	0.82	0.79	0.80	0.76	0.79	0.82	0.83	0.86	0.75
56	Apparel and accessory stores . . . . .	3.04	3.29	2.81	2.52	2.48	2.59	2.70	2.53	2.77	2.79	2.50	1.38
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.50</b>	<b>1.52</b>	<b>1.56</b>	<b>1.53</b>	<b>1.52</b>	<b>1.52</b>	<b>1.50</b>	<b>1.49</b>	<b>1.50</b>	<b>1.49</b>	<b>1.49</b>	<b>1.49</b>
	Total (excl. automotive dealers) . . . .	1.43	1.43	1.47	1.44	1.44	1.44	1.44	1.44	1.44	1.43	1.44	1.44
	<b>Durable goods, total . . . . .</b>	<b>1.98</b>	<b>2.06</b>	<b>2.10</b>	<b>2.02</b>	<b>1.99</b>	<b>1.99</b>	<b>1.95</b>	<b>1.93</b>	<b>1.95</b>	<b>1.93</b>	<b>1.92</b>	<b>1.92</b>
52	Building materials group stores . . . . .	1.99	2.00	2.05	2.00	1.95	1.98	1.98	1.94	1.95	1.93	1.92	1.86
55 excl. 554	Automotive dealers . . . . .	1.78	1.86	1.91	1.82	1.78	1.79	1.71	1.70	1.72	1.68	1.66	1.66
57	Furniture group stores . . . . .	2.09	2.12	2.15	2.12	2.12	2.14	2.16	2.15	2.15	2.14	2.17	2.21
	<b>Nondurable goods, total . . . . .</b>	<b>1.22</b>	<b>1.22</b>	<b>1.25</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.22</b>	<b>1.22</b>	<b>1.22</b>
53	General merchandise group stores . . . . .	2.31	2.33	2.45	2.38	2.37	2.37	2.32	2.33	2.33	2.31	2.32	2.32
531	Dept. stores (excl. leased depts.) . . . .	2.40	2.44	2.57	2.47	2.47	2.47	2.42	2.43	2.41	2.37	2.39	2.39
54	Food group stores . . . . .	0.81	0.81	0.82	0.82	0.82	0.82	0.81	0.81	0.82	0.81	0.81	0.81
56	Apparel and accessory stores . . . . .	2.46	2.54	2.67	2.51	2.51	2.52	2.53	2.52	2.52	2.49	2.48	2.50

See footnote at end of table.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1992											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>233,647</b>	<b>236,751</b>	<b>241,971</b>	<b>246,082</b>	<b>243,613</b>	<b>242,094</b>	<b>243,573</b>	<b>242,504</b>	<b>248,930</b>	<b>262,811</b>	<b>268,234</b>	<b>248,198</b>
	Total (excl. automotive dealers) . . . .	173,209	174,989	179,172	181,981	179,897	179,107	182,939	184,276	190,952	202,408	204,696	181,697
	<b>Durable goods, total . . . . .</b>	<b>115,474</b>	<b>117,031</b>	<b>119,905</b>	<b>122,324</b>	<b>122,054</b>	<b>120,925</b>	<b>118,755</b>	<b>116,394</b>	<b>117,293</b>	<b>122,812</b>	<b>126,621</b>	<b>124,046</b>
52	Building materials group stores . . . . .	16,165	17,019	17,617	18,166	18,119	17,622	17,456	17,182	17,062	17,211	16,882	16,596
55 excl. 554	Automotive dealers . . . . .	60,438	61,762	62,799	64,101	63,716	62,987	60,634	58,228	57,978	60,403	63,538	66,501
57	Furniture group stores . . . . .	17,026	16,586	17,275	17,305	17,290	17,090	17,027	17,147	17,762	18,971	19,611	18,077
	<b>Nondurable goods, total . . . . .</b>	<b>118,173</b>	<b>119,720</b>	<b>122,066</b>	<b>123,758</b>	<b>121,559</b>	<b>121,169</b>	<b>124,818</b>	<b>126,110</b>	<b>131,637</b>	<b>139,999</b>	<b>141,613</b>	<b>124,152</b>
53	General merchandise group stores . . . . .	42,159	42,684	44,670	45,935	44,450	44,271	46,073	46,925	50,662	55,450	56,201	44,938
531	Dept. stores (excl. leased depts.) . . . .	33,343	33,848	35,506	36,379	35,220	34,884	36,275	36,986	39,611	43,330	43,942	35,104
54	Food group stores . . . . .	25,460	25,149	25,124	25,323	25,398	25,288	25,194	24,748	25,250	26,399	26,855	26,275
56	Apparel and accessory stores . . . . .	18,189	19,538	20,078	20,512	20,163	19,848	21,374	22,344	22,790	24,074	24,462	20,336
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>240,895</b>	<b>241,490</b>	<b>242,384</b>	<b>246,155</b>	<b>245,208</b>	<b>246,419</b>	<b>249,277</b>	<b>247,998</b>	<b>247,951</b>	<b>248,340</b>	<b>249,362</b>	<b>252,185</b>
	Total (excl. automotive dealers) . . . .	181,265	181,494	182,037	183,945	183,220	184,224	186,118	184,908	185,722	186,225	186,728	188,051
	<b>Durable goods, total . . . . .</b>	<b>116,818</b>	<b>117,110</b>	<b>118,284</b>	<b>120,838</b>	<b>120,474</b>	<b>120,779</b>	<b>122,048</b>	<b>121,626</b>	<b>120,655</b>	<b>120,801</b>	<b>121,408</b>	<b>123,152</b>
52	Building materials group stores . . . . .	16,682	16,985	16,988	17,484	17,289	17,192	17,439	17,391	17,446	17,562	17,386	17,234
55 excl. 554	Automotive dealers . . . . .	59,630	59,996	60,347	62,210	61,988	62,195	63,159	63,090	62,229	62,115	62,634	64,134
57	Furniture group stores . . . . .	17,463	17,349	17,664	17,712	17,752	17,619	17,645	17,497	17,363	17,389	17,604	17,934
	<b>Nondurable goods, total . . . . .</b>	<b>124,077</b>	<b>124,380</b>	<b>124,100</b>	<b>125,317</b>	<b>124,734</b>	<b>125,640</b>	<b>127,229</b>	<b>126,372</b>	<b>127,296</b>	<b>127,539</b>	<b>127,954</b>	<b>129,033</b>
53	General merchandise group stores . . . . .	45,792	45,340	45,595	46,463	45,972	46,715	47,542	47,316	47,962	48,114	48,199	48,630
531	Dept. stores (excl. leased depts.) . . . .	36,125	35,818	36,157	36,672	36,347	36,875	37,513	37,397	37,653	37,711	37,622	38,033
54	Food group stores . . . . .	25,407	25,472	25,272	25,526	25,560	25,478	25,593	25,370	25,548	25,731	25,736	25,738
56	Apparel and accessory stores . . . . .	20,346	20,566	20,551	20,761	20,787	20,805	21,289	21,443	21,319	21,495	21,822	22,249
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.65</b>	<b>1.66</b>	<b>1.57</b>	<b>1.56</b>	<b>1.48</b>	<b>1.48</b>	<b>1.48</b>	<b>1.47</b>	<b>1.56</b>	<b>1.56</b>	<b>1.61</b>	<b>1.22</b>
	Total (excl. automotive dealers) . . . .	1.54	1.56	1.50	1.48	1.39	1.42	1.43	1.41	1.53	1.53	1.52	1.06
	<b>Durable goods, total . . . . .</b>	<b>2.36</b>	<b>2.31</b>	<b>2.13</b>	<b>2.09</b>	<b>2.02</b>	<b>1.93</b>	<b>1.92</b>	<b>1.96</b>	<b>1.98</b>	<b>2.02</b>	<b>2.24</b>	<b>1.82</b>
52	Building materials group stores . . . . .	2.57	2.63	2.28	2.05	1.85	1.82	1.88	1.95	1.91	1.90	2.16	2.04
55 excl. 554	Automotive dealers . . . . .	2.09	2.03	1.84	1.82	1.79	1.68	1.64	1.69	1.66	1.69	2.02	2.08
57	Furniture group stores . . . . .	2.34	2.31	2.29	2.35	2.28	2.19	2.13	2.16	2.28	2.33	2.25	1.55
	<b>Nondurable goods, total . . . . .</b>	<b>1.28</b>	<b>1.31</b>	<b>1.25</b>	<b>1.24</b>	<b>1.16</b>	<b>1.20</b>	<b>1.21</b>	<b>1.19</b>	<b>1.31</b>	<b>1.30</b>	<b>1.29</b>	<b>0.92</b>
53	General merchandise group stores . . . . .	2.83	2.69	2.51	2.46	2.23	2.37	2.50	2.30	2.72	2.66	2.25	1.21
531	Dept. stores (excl. leased depts.) . . . .	3.08	2.86	2.62	2.57	2.34	2.48	2.63	2.38	2.82	2.75	2.30	1.22
54	Food group stores . . . . .	0.84	0.86	0.83	0.82	0.79	0.81	0.77	0.77	0.82	0.83	0.87	0.77
56	Apparel and accessory stores . . . . .	3.00	3.03	2.68	2.45	2.42	2.47	2.66	2.39	2.69	2.66	2.51	1.38
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.52</b>	<b>1.51</b>	<b>1.53</b>	<b>1.54</b>	<b>1.53</b>	<b>1.53</b>	<b>1.54</b>	<b>1.53</b>	<b>1.51</b>	<b>1.49</b>	<b>1.50</b>	<b>1.50</b>
	Total (excl. automotive dealers) . . . .	1.44	1.43	1.44	1.45	1.44	1.45	1.46	1.44	1.44	1.42	1.43	1.42
	<b>Durable goods, total . . . . .</b>	<b>2.08</b>	<b>2.04</b>	<b>2.09</b>	<b>2.12</b>	<b>2.10</b>	<b>2.08</b>	<b>2.08</b>	<b>2.09</b>	<b>2.03</b>	<b>1.99</b>	<b>2.01</b>	<b>2.00</b>
52	Building materials group stores . . . . .	2.06	2.01	2.03	2.12	2.07	2.07	2.09	2.10	2.05	2.05	2.08	1.97
55 excl. 554	Automotive dealers . . . . .	1.84	1.81	1.86	1.89	1.88	1.84	1.86	1.88	1.80	1.75	1.77	1.80
57	Furniture group stores . . . . .	2.22	2.20	2.24	2.25	2.26	2.21	2.19	2.17	2.14	2.13	2.14	2.13
	<b>Nondurable goods, total . . . . .</b>	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.22</b>	<b>1.21</b>	<b>1.22</b>	<b>1.23</b>	<b>1.21</b>	<b>1.22</b>	<b>1.21</b>	<b>1.21</b>	<b>1.21</b>
53	General merchandise group stores . . . . .	2.28	2.23	2.29	2.32	2.28	2.32	2.35	2.30	2.31	2.30	2.30	2.29
531	Dept. stores (excl. leased depts.) . . . .	2.42	2.32	2.40	2.42	2.37	2.41	2.46	2.41	2.40	2.38	2.37	2.36
54	Food group stores . . . . .	0.81	0.82	0.82	0.82	0.82	0.82	0.82	0.81	0.81	0.81	0.81	0.81
56	Apparel and accessory stores . . . . .	2.47	2.44	2.48	2.47	2.45	2.40	2.47	2.44	2.40	2.42	2.47	2.47

See footnote at end of table.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1991											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>235,187</b>	<b>235,783</b>	<b>235,151</b>	<b>235,681</b>	<b>234,706</b>	<b>231,666</b>	<b>231,599</b>	<b>232,756</b>	<b>240,556</b>	<b>254,608</b>	<b>258,609</b>	<b>239,478</b>
	Total (excl. automotive dealers) . . . .	170,218	171,644	173,788	175,090	174,116	172,729	174,666	177,779	184,166	194,666	196,683	176,344
	<b>Durable goods, total . . . . .</b>	<b>121,234</b>	<b>120,328</b>	<b>117,815</b>	<b>117,829</b>	<b>117,974</b>	<b>115,812</b>	<b>113,629</b>	<b>112,168</b>	<b>115,497</b>	<b>120,924</b>	<b>123,344</b>	<b>119,977</b>
52	Building materials group stores . . . . .	16,414	16,706	17,246	16,976	17,119	16,906	16,439	16,355	16,202	16,055	16,114	16,099
55 excl. 554	Automotive dealers . . . . .	64,969	64,139	61,363	60,591	60,590	58,937	56,933	54,977	56,390	59,942	61,926	63,134
57	Furniture group stores . . . . .	17,235	17,029	17,061	17,561	17,492	17,369	17,275	17,337	18,173	19,298	19,416	17,737
	<b>Nondurable goods, total . . . . .</b>	<b>113,953</b>	<b>115,455</b>	<b>117,336</b>	<b>117,852</b>	<b>116,732</b>	<b>115,854</b>	<b>117,970</b>	<b>120,588</b>	<b>125,059</b>	<b>133,684</b>	<b>135,265</b>	<b>119,501</b>
53	General merchandise group stores . . . . .	39,316	40,788	42,155	42,544	41,626	41,164	42,457	43,668	46,558	51,330	51,898	42,168
531	Dept. stores (excl. leased depts.) . . . .	31,051	31,954	33,225	33,641	32,808	32,246	33,166	34,058	36,424	40,422	41,028	33,257
54	Food group stores . . . . .	25,331	24,877	25,205	25,071	25,320	25,344	25,077	24,885	25,091	26,154	26,702	26,045
56	Apparel and accessory stores . . . . .	17,648	18,833	19,267	19,502	19,218	19,035	19,684	20,644	21,409	22,205	22,372	18,500
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>242,227</b>	<b>240,314</b>	<b>235,626</b>	<b>235,797</b>	<b>236,189</b>	<b>235,478</b>	<b>236,376</b>	<b>237,695</b>	<b>239,688</b>	<b>241,156</b>	<b>241,043</b>	<b>243,389</b>
	Total (excl. automotive dealers) . . . .	178,182	177,946	176,433	176,726	177,116	177,313	177,521	178,220	179,307	179,647	180,108	182,508
	<b>Durable goods, total . . . . .</b>	<b>122,442</b>	<b>120,453</b>	<b>116,430</b>	<b>116,714</b>	<b>116,594</b>	<b>115,594</b>	<b>116,268</b>	<b>116,956</b>	<b>118,557</b>	<b>119,002</b>	<b>118,344</b>	<b>119,189</b>
52	Building materials group stores . . . . .	16,939	16,673	16,615	16,339	16,351	16,446	16,423	16,537	16,550	16,450	16,630	16,718
55 excl. 554	Automotive dealers . . . . .	64,045	62,368	59,193	59,071	59,073	58,165	58,855	59,475	60,381	61,509	60,935	60,881
57	Furniture group stores . . . . .	17,677	17,776	17,409	17,901	17,885	17,851	17,846	17,655	17,799	17,786	17,603	17,649
	<b>Nondurable goods, total . . . . .</b>	<b>119,785</b>	<b>119,861</b>	<b>119,196</b>	<b>119,083</b>	<b>119,595</b>	<b>119,884</b>	<b>120,108</b>	<b>120,739</b>	<b>121,131</b>	<b>122,154</b>	<b>122,699</b>	<b>124,200</b>
53	General merchandise group stores . . . . .	42,806	43,241	42,918	42,864	43,072	43,399	43,750	43,987	44,165	44,590	44,647	45,764
531	Dept. stores (excl. leased depts.) . . . .	33,714	33,742	33,731	33,742	33,858	34,051	34,298	34,472	34,756	35,211	35,187	36,110
54	Food group stores . . . . .	25,355	25,221	25,374	25,269	25,430	25,494	25,430	25,460	25,372	25,474	25,593	25,580
56	Apparel and accessory stores . . . . .	19,763	19,783	19,721	19,739	19,751	19,911	19,567	19,755	20,027	19,879	20,047	20,263
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.76</b>	<b>1.80</b>	<b>1.54</b>	<b>1.56</b>	<b>1.44</b>	<b>1.48</b>	<b>1.47</b>	<b>1.43</b>	<b>1.61</b>	<b>1.64</b>	<b>1.63</b>	<b>1.30</b>
	Total (excl. automotive dealers) . . . .	1.57	1.65	1.45	1.48	1.36	1.40	1.41	1.37	1.56	1.58	1.51	1.12
	<b>Durable goods, total . . . . .</b>	<b>2.72</b>	<b>2.62</b>	<b>2.20</b>	<b>2.12</b>	<b>1.99</b>	<b>2.03</b>	<b>1.97</b>	<b>1.97</b>	<b>2.15</b>	<b>2.22</b>	<b>2.36</b>	<b>2.03</b>
52	Building materials group stores . . . . .	2.90	2.94	2.53	2.01	1.88	1.97	1.90	1.94	2.06	1.97	2.23	2.33
55 excl. 554	Automotive dealers . . . . .	2.53	2.36	1.91	1.83	1.73	1.75	1.67	1.67	1.79	1.91	2.18	2.29
57	Furniture group stores . . . . .	2.56	2.59	2.33	2.42	2.29	2.32	2.24	2.22	2.49	2.54	2.39	1.75
	<b>Nondurable goods, total . . . . .</b>	<b>1.28</b>	<b>1.35</b>	<b>1.19</b>	<b>1.23</b>	<b>1.13</b>	<b>1.16</b>	<b>1.18</b>	<b>1.14</b>	<b>1.31</b>	<b>1.33</b>	<b>1.27</b>	<b>0.95</b>
53	General merchandise group stores . . . . .	3.01	3.04	2.43	2.52	2.21	2.31	2.49	2.26	2.75	2.74	2.23	1.24
531	Dept. stores (excl. leased depts.) . . . .	3.18	3.12	2.48	2.58	2.31	2.41	2.59	2.29	2.83	2.84	2.29	1.27
54	Food group stores . . . . .	0.85	0.89	0.79	0.84	0.77	0.79	0.78	0.76	0.84	0.85	0.85	0.80
56	Apparel and accessory stores . . . . .	3.09	3.20	2.39	2.54	2.36	2.49	2.63	2.26	2.79	2.79	2.45	1.43
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.61</b>	<b>1.57</b>	<b>1.53</b>	<b>1.52</b>	<b>1.52</b>	<b>1.51</b>	<b>1.51</b>	<b>1.53</b>	<b>1.54</b>	<b>1.56</b>	<b>1.55</b>	<b>1.57</b>
	Total (excl. automotive dealers) . . . .	1.46	1.45	1.43	1.43	1.42	1.43	1.42	1.43	1.45	1.45	1.45	1.48
	<b>Durable goods, total . . . . .</b>	<b>2.39</b>	<b>2.24</b>	<b>2.16</b>	<b>2.14</b>	<b>2.14</b>	<b>2.12</b>	<b>2.11</b>	<b>2.17</b>	<b>2.14</b>	<b>2.19</b>	<b>2.18</b>	<b>2.17</b>
52	Building materials group stores . . . . .	2.34	2.19	2.23	2.10	2.15	2.14	2.12	2.16	2.14	2.15	2.20	2.17
55 excl. 554	Automotive dealers . . . . .	2.22	2.04	1.92	1.90	1.89	1.85	1.85	1.94	1.88	1.97	1.95	1.92
57	Furniture group stores . . . . .	2.41	2.36	2.29	2.33	2.30	2.31	2.29	2.27	2.31	2.32	2.33	2.33
	<b>Nondurable goods, total . . . . .</b>	<b>1.20</b>	<b>1.21</b>	<b>1.19</b>	<b>1.19</b>	<b>1.18</b>	<b>1.19</b>	<b>1.18</b>	<b>1.19</b>	<b>1.20</b>	<b>1.22</b>	<b>1.22</b>	<b>1.24</b>
53	General merchandise group stores . . . . .	2.37	2.37	2.29	2.26	2.26	2.31	2.29	2.29	2.32	2.33	2.32	2.37
531	Dept. stores (excl. leased depts.) . . . .	2.44	2.40	2.36	2.32	2.35	2.40	2.36	2.35	2.41	2.42	2.39	2.46
54	Food group stores . . . . .	0.82	0.81	0.81	0.81	0.80	0.81	0.81	0.81	0.81	0.82	0.82	0.83
56	Apparel and accessory stores . . . . .	2.52	2.44	2.42	2.38	2.41	2.43	2.37	2.37	2.48	2.47	2.47	2.53

See footnote at end of table.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1990											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>228,052</b>	<b>230,622</b>	<b>235,756</b>	<b>236,364</b>	<b>236,871</b>	<b>235,117</b>	<b>235,414</b>	<b>237,584</b>	<b>242,303</b>	<b>255,422</b>	<b>258,940</b>	<b>236,152</b>
	Total (excl. automotive dealers) . . . .	165,723	168,028	172,628	174,567	174,389	172,525	174,194	177,061	181,830	191,559	193,182	170,635
	<b>Durable goods, total . . . . .</b>	<b>117,493</b>	<b>118,567</b>	<b>120,681</b>	<b>120,088</b>	<b>121,372</b>	<b>121,174</b>	<b>119,142</b>	<b>118,876</b>	<b>120,185</b>	<b>125,622</b>	<b>127,923</b>	<b>122,141</b>
52	Building materials group stores . . . . .	16,600	17,082	17,855	18,093	18,243	17,999	17,228	17,009	16,867	16,532	16,419	16,368
55 excl. 554	Automotive dealers . . . . .	62,329	62,594	63,128	61,797	62,482	62,592	61,220	60,523	60,473	63,863	65,758	65,517
57	Furniture group stores . . . . .	17,149	17,090	17,402	17,443	17,508	17,385	17,317	17,685	18,341	19,281	19,303	17,477
	<b>Nondurable goods, total . . . . .</b>	<b>110,559</b>	<b>112,055</b>	<b>115,075</b>	<b>116,276</b>	<b>115,499</b>	<b>113,943</b>	<b>116,272</b>	<b>118,708</b>	<b>122,118</b>	<b>129,800</b>	<b>131,017</b>	<b>114,011</b>
53	General merchandise group stores . . . . .	39,376	40,777	42,273	42,486	41,241	40,295	41,400	42,540	44,877	49,105	49,684	38,969
531	Dept. stores (excl. leased depts.) . . . .	30,947	32,178	33,352	33,633	32,497	31,650	32,485	33,195	34,839	38,476	39,316	30,716
54	Food group stores . . . . .	23,586	23,331	23,603	23,714	24,146	24,203	24,133	24,192	24,443	25,272	25,742	25,402
56	Apparel and accessory stores . . . . .	17,541	18,371	19,205	19,680	19,544	19,196	20,369	21,122	21,224	22,313	22,023	17,957
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>235,173</b>	<b>234,830</b>	<b>235,885</b>	<b>236,282</b>	<b>238,144</b>	<b>238,444</b>	<b>239,935</b>	<b>242,922</b>	<b>241,959</b>	<b>242,752</b>	<b>242,187</b>	<b>239,815</b>
	Total (excl. automotive dealers) . . . .	173,848	174,138	175,061	175,982	177,149	176,789	176,918	177,207	177,062	177,234	177,474	176,708
	<b>Durable goods, total . . . . .</b>	<b>118,552</b>	<b>118,489</b>	<b>119,126</b>	<b>118,911</b>	<b>119,910</b>	<b>120,711</b>	<b>121,611</b>	<b>124,276</b>	<b>123,679</b>	<b>123,936</b>	<b>123,026</b>	<b>121,194</b>
52	Building materials group stores . . . . .	17,149	17,065	17,185	17,431	17,457	17,475	17,194	17,163	17,194	16,973	16,979	17,015
55 excl. 554	Automotive dealers . . . . .	61,325	60,692	60,824	60,300	60,995	61,655	63,017	65,715	64,897	65,518	64,713	63,107
57	Furniture group stores . . . . .	17,607	17,784	17,721	17,745	17,847	17,813	17,834	17,973	17,981	17,836	17,661	17,442
	<b>Nondurable goods, total . . . . .</b>	<b>116,621</b>	<b>116,341</b>	<b>116,759</b>	<b>117,371</b>	<b>118,234</b>	<b>117,733</b>	<b>118,324</b>	<b>118,646</b>	<b>118,280</b>	<b>118,816</b>	<b>119,161</b>	<b>118,621</b>
53	General merchandise group stores . . . . .	43,041	43,150	42,941	42,660	42,658	42,448	42,608	42,735	42,601	42,745	42,880	42,377
531	Dept. stores (excl. leased depts.) . . . .	33,748	33,943	33,791	33,599	33,502	33,386	33,594	33,564	33,307	33,574	33,777	33,387
54	Food group stores . . . . .	23,635	23,655	23,733	23,913	24,241	24,294	24,446	24,713	24,707	24,600	24,696	25,038
56	Apparel and accessory stores . . . . .	19,643	19,297	19,637	19,939	20,045	20,038	20,288	20,212	19,854	20,030	19,787	19,690
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.68</b>	<b>1.77</b>	<b>1.55</b>	<b>1.59</b>	<b>1.50</b>	<b>1.49</b>	<b>1.54</b>	<b>1.47</b>	<b>1.62</b>	<b>1.65</b>	<b>1.63</b>	<b>1.29</b>
	Total (excl. automotive dealers) . . . .	1.58	1.65	1.47	1.51	1.42	1.41	1.46	1.40	1.54	1.56	1.49	1.09
	<b>Durable goods, total . . . . .</b>	<b>2.31</b>	<b>2.45</b>	<b>2.12</b>	<b>2.15</b>	<b>2.01</b>	<b>2.02</b>	<b>2.08</b>	<b>2.01</b>	<b>2.24</b>	<b>2.28</b>	<b>2.40</b>	<b>2.12</b>
52	Building materials group stores . . . . .	2.66	2.81	2.35	2.21	1.95	1.94	1.96	1.93	2.13	2.00	2.17	2.49
55 excl. 554	Automotive dealers . . . . .	2.02	2.18	1.83	1.84	1.74	1.76	1.79	1.73	1.93	2.00	2.25	2.46
57	Furniture group stores . . . . .	2.37	2.53	2.29	2.43	2.29	2.30	2.36	2.33	2.53	2.54	2.40	1.79
	<b>Nondurable goods, total . . . . .</b>	<b>1.30</b>	<b>1.37</b>	<b>1.21</b>	<b>1.25</b>	<b>1.18</b>	<b>1.16</b>	<b>1.21</b>	<b>1.16</b>	<b>1.27</b>	<b>1.30</b>	<b>1.24</b>	<b>0.91</b>
53	General merchandise group stores . . . . .	3.13	3.14	2.56	2.61	2.37	2.34	2.62	2.37	2.76	2.82	2.24	1.19
531	Dept. stores (excl. leased depts.) . . . .	3.27	3.26	2.58	2.65	2.44	2.39	2.68	2.38	2.78	2.88	2.31	1.21
54	Food group stores . . . . .	0.83	0.86	0.76	0.80	0.77	0.76	0.77	0.75	0.80	0.83	0.83	0.76
56	Apparel and accessory stores . . . . .	3.00	3.21	2.50	2.54	2.48	2.47	2.82	2.44	2.76	2.85	2.47	1.40
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.53</b>	<b>1.54</b>	<b>1.54</b>	<b>1.55</b>	<b>1.57</b>	<b>1.56</b>	<b>1.56</b>	<b>1.57</b>	<b>1.56</b>	<b>1.56</b>	<b>1.56</b>	<b>1.56</b>
	Total (excl. automotive dealers) . . . .	1.46	1.45	1.45	1.46	1.48	1.46	1.46	1.45	1.44	1.44	1.43	1.44
	<b>Durable goods, total . . . . .</b>	<b>2.02</b>	<b>2.09</b>	<b>2.12</b>	<b>2.12</b>	<b>2.16</b>	<b>2.18</b>	<b>2.17</b>	<b>2.23</b>	<b>2.23</b>	<b>2.23</b>	<b>2.24</b>	<b>2.26</b>
52	Building materials group stores . . . . .	2.16	2.10	2.13	2.22	2.24	2.16	2.14	2.16	2.20	2.19	2.16	2.29
55 excl. 554	Automotive dealers . . . . .	1.76	1.87	1.89	1.86	1.90	1.93	1.93	2.03	2.02	2.03	2.04	2.04
57	Furniture group stores . . . . .	2.24	2.28	2.28	2.30	2.29	2.34	2.35	2.39	2.35	2.34	2.36	2.37
	<b>Nondurable goods, total . . . . .</b>	<b>1.22</b>	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.22</b>	<b>1.20</b>	<b>1.21</b>	<b>1.20</b>	<b>1.18</b>	<b>1.19</b>	<b>1.18</b>	<b>1.19</b>
53	General merchandise group stores . . . . .	2.42	2.42	2.37	2.41	2.40	2.35	2.36	2.37	2.36	2.37	2.35	2.33
531	Dept. stores (excl. leased depts.) . . . .	2.47	2.48	2.41	2.46	2.45	2.40	2.41	2.43	2.41	2.43	2.42	2.40
54	Food group stores . . . . .	0.79	0.78	0.78	0.79	0.80	0.79	0.80	0.80	0.79	0.79	0.79	0.81
56	Apparel and accessory stores . . . . .	2.47	2.44	2.45	2.52	2.49	2.46	2.49	2.52	2.48	2.53	2.51	2.50

See footnote at end of table.



**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1989 to December 1998—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1989											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>214,797</b>	<b>221,238</b>	<b>226,648</b>	<b>229,321</b>	<b>230,974</b>	<b>231,222</b>	<b>230,364</b>	<b>230,421</b>	<b>235,362</b>	<b>247,377</b>	<b>252,876</b>	<b>233,143</b>
	Total (excl. automotive dealers) . . . .	153,039	156,997	161,373	163,050	164,074	164,056	166,233	170,282	175,761	185,726	188,298	166,707
	<b>Durable goods, total . . . . .</b>	<b>113,765</b>	<b>116,834</b>	<b>118,985</b>	<b>120,215</b>	<b>121,574</b>	<b>122,066</b>	<b>119,317</b>	<b>116,543</b>	<b>117,241</b>	<b>121,920</b>	<b>125,801</b>	<b>122,220</b>
52	Building materials group stores . . . . .	15,654	16,437	17,085	17,062	17,336	17,197	16,784	16,652	16,604	16,658	16,583	16,437
55 excl. 554	Automotive dealers . . . . .	61,758	64,241	65,275	66,271	66,900	67,166	64,131	60,139	59,601	61,651	64,578	66,436
57	Furniture group stores . . . . .	16,059	16,000	16,325	16,244	16,352	16,521	16,552	16,927	17,422	18,732	18,956	17,297
	<b>Nondurable goods, total . . . . .</b>	<b>101,032</b>	<b>104,404</b>	<b>107,663</b>	<b>109,106</b>	<b>109,400</b>	<b>109,156</b>	<b>111,047</b>	<b>113,878</b>	<b>118,121</b>	<b>125,457</b>	<b>127,075</b>	<b>110,923</b>
53	General merchandise group stores . . . . .	35,253	37,415	39,315	40,162	39,814	39,422	40,541	41,876	44,481	48,637	49,564	39,487
531	Dept. stores (excl. leased depts.) . . . .	26,961	28,714	30,264	31,128	30,928	30,597	31,294	32,239	34,368	37,788	39,052	30,916
54	Food group stores . . . . .	21,635	21,607	21,891	22,036	22,368	22,528	22,491	22,418	22,816	24,059	24,638	23,821
56	Apparel and accessory stores . . . . .	16,367	17,806	18,455	18,628	18,657	18,473	19,372	20,228	20,801	21,669	21,764	17,713
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>221,466</b>	<b>224,632</b>	<b>226,063</b>	<b>228,626</b>	<b>231,837</b>	<b>233,856</b>	<b>234,443</b>	<b>235,845</b>	<b>235,092</b>	<b>235,439</b>	<b>237,062</b>	<b>237,234</b>
	Total (excl. automotive dealers) . . . .	160,825	162,641	163,516	164,131	166,524	167,893	168,779	170,132	170,933	172,087	173,349	173,162
	<b>Durable goods, total . . . . .</b>	<b>114,612</b>	<b>116,221</b>	<b>116,841</b>	<b>118,603</b>	<b>119,961</b>	<b>121,226</b>	<b>121,481</b>	<b>122,215</b>	<b>120,914</b>	<b>120,581</b>	<b>121,400</b>	<b>121,347</b>
52	Building materials group stores . . . . .	16,188	16,437	16,475	16,406	16,621	16,680	16,717	16,753	16,908	17,120	17,149	17,122
55 excl. 554	Automotive dealers . . . . .	60,641	61,991	62,547	64,495	65,313	65,963	65,664	65,713	64,159	63,352	63,713	64,072
57	Furniture group stores . . . . .	16,488	16,598	16,607	16,491	16,635	16,858	17,029	17,150	17,097	17,409	17,503	17,280
	<b>Nondurable goods, total . . . . .</b>	<b>106,854</b>	<b>108,411</b>	<b>109,222</b>	<b>110,023</b>	<b>111,876</b>	<b>112,630</b>	<b>112,962</b>	<b>113,630</b>	<b>114,178</b>	<b>114,858</b>	<b>115,662</b>	<b>115,887</b>
53	General merchandise group stores . . . . .	38,725	39,575	39,937	40,220	41,081	41,438	41,698	41,958	42,195	42,424	42,902	43,107
531	Dept. stores (excl. leased depts.) . . . .	29,563	30,289	30,663	30,973	31,786	32,207	32,395	32,565	32,857	33,031	33,608	33,678
54	Food group stores . . . . .	21,724	21,909	22,001	22,231	22,490	22,610	22,739	22,861	23,023	23,429	23,662	23,543
56	Apparel and accessory stores . . . . .	18,308	18,704	18,832	18,854	19,096	19,263	19,314	19,375	19,458	19,452	19,590	19,422
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.72</b>	<b>1.82</b>	<b>1.59</b>	<b>1.62</b>	<b>1.52</b>	<b>1.53</b>	<b>1.57</b>	<b>1.48</b>	<b>1.61</b>	<b>1.71</b>	<b>1.67</b>	<b>1.30</b>
	Total (excl. automotive dealers) . . . .	1.57	1.68	1.48	1.51	1.41	1.42	1.47	1.44	1.56	1.62	1.54	1.09
	<b>Durable goods, total . . . . .</b>	<b>2.46</b>	<b>2.57</b>	<b>2.19</b>	<b>2.22</b>	<b>2.04</b>	<b>2.06</b>	<b>2.13</b>	<b>1.91</b>	<b>2.09</b>	<b>2.30</b>	<b>2.36</b>	<b>2.08</b>
52	Building materials group stores . . . . .	2.62	2.95	2.48	2.13	1.88	1.93	2.01	1.90	2.07	2.04	2.19	2.37
55 excl. 554	Automotive dealers . . . . .	2.23	2.32	1.92	2.00	1.85	1.87	1.90	1.62	1.76	2.02	2.21	2.43
57	Furniture group stores . . . . .	2.30	2.46	2.26	2.31	2.19	2.17	2.26	2.16	2.34	2.49	2.27	1.73
	<b>Nondurable goods, total . . . . .</b>	<b>1.28</b>	<b>1.38</b>	<b>1.21</b>	<b>1.25</b>	<b>1.18</b>	<b>1.19</b>	<b>1.22</b>	<b>1.20</b>	<b>1.31</b>	<b>1.36</b>	<b>1.29</b>	<b>0.92</b>
53	General merchandise group stores . . . . .	3.00	3.19	2.55	2.59	2.41	2.43	2.68	2.48	2.80	2.88	2.30	1.20
531	Dept. stores (excl. leased depts.) . . . .	2.99	3.18	2.51	2.54	2.42	2.42	2.66	2.43	2.76	2.87	2.35	1.21
54	Food group stores . . . . .	0.81	0.85	0.76	0.80	0.76	0.76	0.75	0.75	0.78	0.84	0.85	0.74
56	Apparel and accessory stores . . . . .	2.87	3.34	2.52	2.62	2.51	2.56	2.81	2.47	2.72	2.83	2.47	1.36
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.54</b>	<b>1.58</b>	<b>1.58</b>	<b>1.57</b>	<b>1.58</b>	<b>1.60</b>	<b>1.59</b>	<b>1.58</b>	<b>1.57</b>	<b>1.59</b>	<b>1.59</b>	<b>1.59</b>
	Total (excl. automotive dealers) . . . .	1.44	1.47	1.47	1.45	1.46	1.47	1.47	1.48	1.48	1.48	1.48	1.47
	<b>Durable goods, total . . . . .</b>	<b>2.10</b>	<b>2.19</b>	<b>2.20</b>	<b>2.17</b>	<b>2.19</b>	<b>2.22</b>	<b>2.20</b>	<b>2.14</b>	<b>2.15</b>	<b>2.21</b>	<b>2.20</b>	<b>2.23</b>
52	Building materials group stores . . . . .	2.07	2.19	2.25	2.13	2.16	2.18	2.16	2.14	2.19	2.21	2.17	2.18
55 excl. 554	Automotive dealers . . . . .	1.89	1.99	1.98	2.00	2.03	2.06	2.02	1.92	1.92	2.00	1.99	2.04
57	Furniture group stores . . . . .	2.14	2.20	2.23	2.18	2.19	2.19	2.25	2.23	2.23	2.27	2.26	2.27
	<b>Nondurable goods, total . . . . .</b>	<b>1.20</b>	<b>1.22</b>	<b>1.22</b>	<b>1.21</b>	<b>1.22</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.24</b>	<b>1.22</b>
53	General merchandise group stores . . . . .	2.30	2.43	2.41	2.38	2.44	2.43	2.44	2.45	2.40	2.42	2.43	2.42
531	Dept. stores (excl. leased depts.) . . . .	2.25	2.39	2.37	2.34	2.42	2.42	2.43	2.43	2.41	2.43	2.47	2.45
54	Food group stores . . . . .	0.77	0.77	0.78	0.78	0.78	0.78	0.78	0.78	0.78	0.80	0.80	0.79
56	Apparel and accessory stores . . . . .	2.38	2.55	2.57	2.47	2.50	2.51	2.53	2.51	2.51	2.48	2.47	2.46

<sup>1</sup>Inventories data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading-day differences, but not for price changes.

Note: U.S. and group totals include kinds of business not shown.

**Table 3. Estimated Purchases by Kinds of Business: 1989 to 1997**

[Data in millions of dollars, not adjusted for price changes]

SIC code	Kind of business	1989	1990	1991	1992	1993	1994	1995	1996	1997
	<b>Retail purchases, total</b> . . . . .	<b>1,215,637</b>	<b>1,258,569</b>	<b>1,259,268</b>	<b>1,331,032</b>	<b>1,425,686</b>	<b>1,547,164</b>	<b>1,618,952</b>	<b>1,720,077</b>	<b>1,793,544</b>
	Total (excl. automotive dealers) . . . . .	895,992	941,773	955,430	996,304	1,046,472	1,112,150	1,156,241	1,218,416	1,267,870
	<b>Durable goods, total</b> . . . . .	<b>489,941</b>	<b>491,510</b>	<b>475,617</b>	<b>519,223</b>	<b>583,637</b>	<b>664,739</b>	<b>708,475</b>	<b>763,539</b>	<b>798,569</b>
52	Building materials group stores . . . . .	64,339	65,003	62,954	69,742	77,653	87,923	92,296	99,185	105,485
521,3	Building materials, supply stores . . . . .	48,547	49,723	48,285	53,662	60,058	68,188	71,395	76,704	82,306
525	Hardware stores . . . . .	8,180	8,012	7,733	7,990	8,253	8,777	8,670	8,667	8,700
55 excl. 554	Automotive dealers . . . . .	319,645	316,796	303,838	334,728	379,214	435,014	462,711	501,661	525,674
551,2,5,6,7,9	Motor vehicle and misc. automotive dealers . . . . .	300,869	297,861	286,083	316,510	360,321	414,718	441,526	479,501	502,978
553	Auto and home supply stores . . . . .	18,776	18,935	17,755	18,218	18,893	20,296	21,185	22,160	22,696
57	Furniture group stores . . . . .	56,641	56,854	56,776	60,589	67,277	76,202	83,469	87,842	90,134
571	Furniture and home furn. stores . . . . .	29,518	28,948	28,124	29,589	31,216	33,242	34,172	35,993	37,668
5722,31,34	Household appliance, electronics stores . . . . .	22,500	22,903	23,269	25,496	30,070	36,379	42,250	44,530	45,202
	<b>Nondurable goods, total</b> . . . . .	<b>725,696</b>	<b>767,059</b>	<b>783,651</b>	<b>811,809</b>	<b>842,049</b>	<b>882,425</b>	<b>910,477</b>	<b>956,538</b>	<b>994,975</b>
53	General merchandise group stores . . . . .	143,903	149,014	158,907	173,860	186,562	202,045	212,680	222,769	234,196
531	Dept. stores (excl. leased depts.) . . . . .	109,980	110,563	116,648	125,724	134,739	149,074	158,059	166,798	176,757
533	Variety stores . . . . .	5,205	5,444	5,416	6,276	6,226	6,140	6,374	6,841	7,018
539	Misc. general merchandise stores . . . . .	28,718	33,007	36,843	41,860	45,597	46,831	48,247	49,130	50,421
54	Food group stores . . . . .	266,877	276,631	279,494	281,123	285,297	293,958	297,000	305,901	312,050
541	Grocery stores . . . . .	256,695	266,230	269,390	271,258	275,331	283,915	286,591	294,929	300,643
554	Gasoline service stations . . . . .	98,796	113,738	112,537	110,301	112,509	117,256	121,433	130,988	133,988
56	Apparel and accessory stores . . . . .	53,669	54,669	54,415	61,524	63,412	64,986	65,798	67,789	71,271
561	Men's and boys' clothing stores . . . . .	5,941	5,823	5,779	5,770	5,557	5,437	5,091	5,212	5,562
562,3	Women's clothing, accessory stores . . . . .	18,674	18,570	17,758	20,884	21,105	19,964	19,066	18,897	18,940
566	Shoe stores . . . . .	9,778	10,518	9,996	10,228	10,229	10,685	10,888	11,526	11,897
58	Eating and drinking places . . . . .	63,920	66,659	66,841	69,134	73,273	76,653	80,436	83,526	87,677
591	Drug and proprietary stores . . . . .	45,739	50,858	54,795	56,634	57,765	59,939	63,358	67,565	72,392
592	Liquor stores . . . . .	14,767	16,000	16,487	16,278	16,005	16,095	15,830	16,690	17,619
53,56,57,594	GAF, total <sup>1</sup> . . . . .	293,913	301,328	311,014	337,951	362,351	392,157	413,385	432,676	450,229

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown.

Table 4. Estimated Gross Margin by Kinds of Business: 1989 to 1997

[Data in millions of dollars, not adjusted for price changes]

SIC code	Kind of business	1989	1990	1991	1992	1993	1994	1995	1996	1997
	<b>Retail gross margin, total . . . . .</b>	<b>561,653</b>	<b>589,051</b>	<b>599,995</b>	<b>629,277</b>	<b>674,203</b>	<b>727,412</b>	<b>758,716</b>	<b>796,170</b>	<b>831,663</b>
	Total (excl. automotive dealers) . . . . .	489,766	519,161	533,569	553,703	588,424	626,529	650,924	685,496	720,715
	<b>Durable goods, total . . . . .</b>	<b>176,463</b>	<b>177,246</b>	<b>172,193</b>	<b>188,450</b>	<b>210,424</b>	<b>240,682</b>	<b>252,140</b>	<b>263,006</b>	<b>273,180</b>
52	Building materials group stores . . . . .	29,015	29,568	28,273	31,593	34,980	40,268	40,800	43,790	46,211
521,3	Building materials, supply stores . . . . .	19,432	20,755	19,762	22,371	24,756	28,606	28,613	30,980	32,329
525	Hardware stores . . . . .	4,683	4,578	4,436	4,650	4,868	5,158	5,101	5,231	5,705
55 excl. 554	Automotive dealers . . . . .	71,887	69,890	66,426	75,574	85,779	100,883	107,792	110,674	110,948
551,2,5,6,7,9	Motor vehicle and misc. automotive dealers . . . . .	60,897	57,610	54,898	63,971	73,859	87,867	94,895	96,997	97,691
553	Auto and home supply stores . . . . .	10,990	12,280	11,528	11,603	11,920	13,016	12,897	13,677	13,257
57	Furniture group stores . . . . .	35,662	34,871	35,160	36,698	40,565	45,627	46,240	47,506	50,087
571	Furniture and home furn. stores . . . . .	22,714	21,359	21,392	22,889	24,232	26,529	26,604	28,305	30,096
5722,31,34	Household appliance, electronics stores . . . . .	10,176	10,273	10,369	10,518	12,548	14,839	15,506	15,075	15,874
	<b>Nondurable goods, total . . . . .</b>	<b>385,190</b>	<b>411,805</b>	<b>427,802</b>	<b>440,827</b>	<b>463,779</b>	<b>486,730</b>	<b>506,576</b>	<b>533,164</b>	<b>558,483</b>
53	General merchandise group stores . . . . .	66,122	65,982	71,022	75,330	81,096	83,049	88,117	91,451	96,128
531	Dept. stores (excl. leased depts.) . . . . .	53,992	55,045	58,815	62,546	68,011	70,857	75,818	79,278	84,216
533	Variety stores . . . . .	2,881	2,892	2,937	3,633	3,409	3,289	3,381	3,670	3,878
539	Misc. general merchandise stores . . . . .	9,249	8,045	9,270	9,151	9,676	8,903	8,918	8,503	8,034
54	Food group stores . . . . .	82,177	93,283	95,672	96,206	98,012	101,512	106,994	110,502	113,442
541	Grocery stores . . . . .	73,300	83,509	85,627	87,262	88,608	91,523	96,481	99,550	102,108
554	Gasoline service stations . . . . .	24,545	25,116	24,488	26,516	28,935	31,569	35,561	37,568	37,557
56	Apparel and accessory stores . . . . .	39,861	41,394	43,569	44,524	44,362	46,580	45,645	48,452	50,749
561	Men's and boys' clothing stores . . . . .	4,852	4,609	4,657	4,462	4,372	4,632	4,042	4,340	4,616
562,3	Women's clothing, accessory stores . . . . .	13,630	14,210	15,165	15,725	15,220	14,868	14,433	15,174	15,412
566	Shoe stores . . . . .	7,818	7,734	7,452	8,062	8,276	8,787	8,842	9,097	9,047
58	Eating and drinking places . . . . .	113,998	123,617	127,508	130,928	139,581	145,522	149,147	155,025	166,182
591	Drug and proprietary stores . . . . .	18,885	20,677	21,783	20,920	22,536	22,892	23,113	25,258	28,187
592	Liquor stores . . . . .	5,545	5,933	5,977	5,225	5,413	6,091	6,216	6,713	6,628
53,56,57,594	GAF, total <sup>1</sup> . . . . .	169,291	170,621	178,833	185,841	198,605	210,992	216,829	225,313	236,790

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown. See introductory text for an explanation of gross margin. Because of rounding differences, the published gross margin may not equal the gross margin calculated from its published components.

Table 5. Estimated Gross Margin as Percent of Sales by Kinds of Business: 1989 to 1997

SIC code	Kind of business	1989	1990	1991	1992	1993	1994	1995	1996	1997
	<b>Retail sales, total</b> . . . . .	<b>31.9</b>	<b>31.9</b>	<b>32.3</b>	<b>32.2</b>	<b>32.4</b>	<b>32.3</b>	<b>32.1</b>	<b>31.8</b>	<b>31.8</b>
	Total (excl. automotive dealers) . . . . .	35.7	35.6	36.0	35.8	36.2	36.3	36.2	36.1	36.3
	<b>Durable goods, total</b> . . . . .	<b>26.9</b>	<b>26.5</b>	<b>26.5</b>	<b>26.8</b>	<b>26.9</b>	<b>27.1</b>	<b>26.6</b>	<b>25.8</b>	<b>25.6</b>
52	Building materials group stores . . . . .	31.4	31.2	30.9	31.3	31.5	32.0	31.0	30.9	30.7
521,3	Building materials, supply stores . . . . .	28.8	29.5	29.0	29.7	29.7	30.0	28.8	29.0	28.3
525	Hardware stores . . . . .	37.1	36.6	36.5	36.5	37.3	37.2	37.0	37.4	40.6
55 excl. 554	Automotive dealers . . . . .	18.6	18.0	17.8	18.6	18.7	19.2	19.2	18.2	17.5
551,2,5,6,7,9	Motor vehicle and misc. automotive dealers . . . . .	17.1	16.1	16.0	17.0	17.2	17.8	17.9	16.9	16.4
553	Auto and home supply stores . . . . .	37.2	39.8	38.9	38.9	38.9	39.8	38.2	38.8	37.0
57	Furniture group stores . . . . .	39.1	38.1	38.4	37.9	38.4	38.3	36.0	35.2	35.6
571	Furniture and home furn. stores . . . . .	44.4	42.3	43.2	43.7	44.3	45.0	43.8	44.3	44.6
5722,31,34	Household appliance, electronics stores . . . . .	31.2	31.1	30.9	29.4	30.3	29.8	27.4	25.2	25.7
	<b>Nondurable goods, total</b> . . . . .	<b>35.0</b>	<b>35.0</b>	<b>35.5</b>	<b>35.3</b>	<b>35.7</b>	<b>35.7</b>	<b>35.8</b>	<b>35.9</b>	<b>36.0</b>
53	General merchandise group stores . . . . .	32.1	30.6	31.3	30.6	30.7	29.4	29.6	29.2	29.1
531	Dept. stores (excl. leased depts.) . . . . .	33.6	33.2	34.0	33.6	34.0	32.6	32.8	32.4	32.4
533	Variety stores . . . . .	36.3	34.8	35.2	38.2	35.0	34.8	34.7	35.0	34.9
539	Misc. general merchandise stores . . . . .	24.4	19.4	20.4	18.1	17.7	16.1	15.7	14.6	13.6
54	Food group stores . . . . .	23.7	25.3	25.5	25.5	25.6	25.7	26.5	26.6	26.7
541	Grocery stores . . . . .	22.3	24.0	24.2	24.4	24.4	24.4	25.2	25.3	25.4
554	Gasoline service stations . . . . .	20.0	18.1	17.8	19.4	20.4	21.2	22.7	22.3	21.9
56	Apparel and accessory stores . . . . .	43.2	43.2	44.7	42.7	41.2	42.1	40.8	41.7	42.1
561	Men's and boys' clothing stores . . . . .	46.2	44.1	44.6	43.8	43.8	46.0	43.2	45.2	45.6
562,3	Women's clothing, accessory stores . . . . .	42.3	43.3	46.1	44.0	41.8	42.3	42.7	44.6	45.0
566	Shoe stores . . . . .	45.2	42.9	42.6	44.5	44.7	45.4	44.8	44.1	43.5
58	Eating and drinking places . . . . .	64.1	65.0	65.6	65.4	65.6	65.6	65.0	65.0	65.5
591	Drug and proprietary stores . . . . .	29.8	29.3	28.8	26.9	28.2	27.9	26.8	27.4	28.4
592	Liquor stores . . . . .	27.6	27.3	26.6	24.1	25.1	27.5	28.2	28.9	27.4
53,56,57,594	GAF, total <sup>1</sup> . . . . .	37.2	36.2	36.8	35.8	35.9	35.5	34.7	34.3	34.5

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown.

**Table 6. Estimated Accounts Receivable of Retail Stores by Type of Account and Kinds of Business: End of Year 1997 and 1996**

[Data in millions of dollars]

SIC code	Kind of business	Total accounts receivable		Type of account							
				Charge		Installment					
						Total		Open-end		Closed-end	
		1997	1996	1997	1996	1997	1996	1997	1996	1997	1996
	<b>Retail accounts receivables, total . . . . .</b>	<b>63,991</b>	<b>63,213</b>	<b>16,085</b>	<b>15,746</b>	<b>47,906</b>	<b>47,467</b>	<b>42,405</b>	<b>42,270</b>	<b>5,501</b>	<b>5,197</b>
	Total (excl. automotive dealers) . . . . .	57,810	57,178	12,667	12,384	45,143	44,794	40,981	40,949	4,162	3,845
	<b>Durable goods, total . . . . .</b>	<b>22,022</b>	<b>21,412</b>	<b>10,337</b>	<b>10,036</b>	<b>11,685</b>	<b>11,376</b>	<b>7,513</b>	<b>7,570</b>	<b>4,172</b>	<b>3,806</b>
52	Building materials group stores . . . . .	6,601	6,368	4,993	4,524	(S)	(S)	(S)	(S)	(S)	(S)
55 excl. 554	Automotive dealers . . . . .	6,181	6,035	3,418	3,362	2,763	2,673	1,424	1,321	1,339	1,352
57	Furniture group stores . . . . .	6,232	5,989	1,221	1,355	5,011	4,634	2,813	2,805	2,198	1,829
	<b>Nondurable goods, total . . . . .</b>	<b>41,969</b>	<b>41,801</b>	<b>5,748</b>	<b>5,710</b>	<b>36,221</b>	<b>36,091</b>	<b>34,892</b>	<b>34,700</b>	<b>1,329</b>	<b>1,391</b>
53	General merchandise group stores . . . . .	30,896	30,869	110	148	30,786	30,721	30,459	30,367	327	354
531	Dept. stores (excl. leased depts.) . . . . .	30,730	30,691	78	116	30,652	30,575	30,326	30,221	326	354
554	Gasoline service stations . . . . .	1,329	1,425	979	1,021	350	404	324	365	(S)	(S)
56	Apparel and accessory stores . . . . .	1,964	2,067	146	174	1,818	1,893	1,794	1,880	(S)	(S)

(S) Does not meet publication standards because of high sampling or nonsampling error.

<sup>1</sup>Includes mail-order houses engaged in the sale of department store merchandise (SIC 5961 part).

Note: Measures of sampling variability are shown in table A-3.

**Table 7. Estimated Per Capita Sales by Selected Kinds of Business: 1989 to 1998**

[Dollars]

SIC code	Kind of business	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
	<b>Retail sales, total</b>	<b>7,176</b>	<b>7,444</b>	<b>7,409</b>	<b>7,702</b>	<b>8,128</b>	<b>8,691</b>	<b>9,035</b>	<b>9,496</b>	<b>9,815</b>	<b>10,205</b>
	Total (excl. automotive dealers) . . . . .	5,601	5,880	5,921	6,096	6,336	6,662	6,882	7,189	7,440	7,720
	<b>Durable goods, total . . . . .</b>	<b>2,681</b>	<b>2,699</b>	<b>2,595</b>	<b>2,777</b>	<b>3,052</b>	<b>3,428</b>	<b>3,629</b>	<b>3,868</b>	<b>4,000</b>	<b>4,230</b>
52	Building materials group stores . . . . .	377	382	365	398	433	486	504	538	565	614
55 excl. 554	Automotive dealers . . . . .	1,575	1,564	1,488	1,606	1,792	2,029	2,153	2,307	2,375	2,485
57	Furniture group stores . . . . .	372	369	366	383	412	460	491	512	528	565
	<b>Nondurable goods, total . . . . .</b>	<b>4,495</b>	<b>4,745</b>	<b>4,814</b>	<b>4,925</b>	<b>5,076</b>	<b>5,263</b>	<b>5,406</b>	<b>5,628</b>	<b>5,815</b>	<b>5,975</b>
53	General merchandise group stores . . . . .	842	870	905	972	1,031	1,091	1,140	1,187	1,239	1,306
54	Food group stores . . . . .	1,416	1,486	1,495	1,488	1,494	1,525	1,542	1,574	1,595	1,629
554	Gasoline service stations . . . . .	501	559	548	540	553	574	600	638	644	602
56	Apparel and accessory stores . . . . .	377	387	389	411	420	428	428	440	452	472
58	Eating and drinking places . . . . .	725	767	776	790	830	857	878	904	951	991
591	Drug and proprietary stores . . . . .	258	285	302	307	311	317	329	349	373	397

Note: Civilian population estimates (in thousands) as of July 1: 1989 — 245,131; 1990 — 247,799; 1991 — 250,513; 1992 — 253,417; 1993 — 256,280; 1994 — 258,880; 1995 — 261,409; 1996 — 263,893; 1997 — 266,384; 1998 — 269,078

U.S. Department of Commerce, U.S. Census Bureau, Population Division, Population Estimates Program.

The data are subject to sampling variability. However, measures of sampling variability for per capita sales are not available.

# Appendix A.

## Explanatory Material

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### INTRODUCTION

The U.S. Census Bureau produces the *Annual Benchmark Report for Retail Trade* to provide national estimates of annual sales and end-of-year inventories of retail establishments by kind of business. The U.S. Census Bureau uses the more accurate annual estimates to revise the previously published estimates of monthly sales and end-of-month inventories. These revisions are also included in this report.

The sales and inventory estimates in this report are developed using data from a probability sample. The sample is taken from a universe of employer firms of all sizes and kinds of business in retail trade throughout the nation. Knowing each unit's probability of being included in the sample allows us to evaluate the sampling variability of the estimates.

### SAMPLE DESIGN

This section describes the design of the sample used to estimate sales (monthly and annual) and end-of-year inventories. The sample used to estimate end-of-month inventories is a subsample of this sample. A description of the methods used to design this subsample is included at the end of this section.

#### Sampling Frame

A new sample was used to compute estimates beginning with the April 1997 data month. This section describes the design and selection procedures for the new sample. For a description of the prior sample see the *Annual Benchmark Report for Retail Trade* for 1997 or prior years.

The same sampling frame was used for the Monthly Retail Trade Survey (MRTS) and the Annual Retail Trade Survey (ARTS). The frame has two types of sampling units represented — Employer Identification Numbers (EINs) and large, multiple-establishment firms. Both sampling units represent clusters of one or more establishments owned or controlled by the same firm. All of the information used to create these sampling units was extracted from establishment records contained on the Census Bureau's Standard Statistical Establishment List (SSEL) as updated to December 31, 1994. The next few paragraphs give details about the SSEL; the distinction between firms, EINs, and establishments; and the construction of the sampling units used in the sample selection. Though important,

they are not essential to understanding the basic sample design and readers may continue to the **Stratification, Sampling Rates, and Allocation** section.

The SSEL is a multi-relational database that contains a record for each establishment with employees. The establishment is the smallest entity represented on the SSEL. An *establishment* is a single physical location where business transactions take place and for which payroll and employment records are kept. Groups of one or more establishments under common ownership or control are firms. A *singleunit* firm owns or operates only one establishment, whereas a *multiunit* firm owns or operates two or more establishments. The treatment of establishments on the SSEL differs according to whether the establishment is part of a multiunit or singleunit firm. In particular, the structure of an establishment's primary identifier on the SSEL differs depending on whether it is owned by a *singleunit* or *multiunit* firm.

A singleunit firm's primary identifier is its Employer Identification Number. The Internal Revenue Service (IRS) issues the EIN and the firm uses it as an identifier to report social security payments for its employees under the Federal Insurance Contributions Act (FICA). The same act requires all employer firms to use EINs. Because single-unit firms have only one establishment, there is a one-to-one relationship between the firm and the EIN. Thus the firm, the EIN, and the establishment all reference the same physical location and all three terms can be used interchangeably and unambiguously when referring to single establishment firms.

For multiunit firms however, a different structure connects an employer firm with its establishments via the EIN. When reading the following, it may help to keep in mind the analogy of a filing cabinet (multiunit firm) composed of many drawers (EINs) each containing several files (establishments).

Essentially a multiunit firm is associated with a cluster of one or more EINs and EINs are associated with two or more establishments. Each firm is associated with at least one EIN and only one firm can use a given EIN. However, one firm may have several EINs. Similarly, there is a one-to-many relationship between EINs and establishments. Each EIN can be associated with many establishments but each establishment is associated with only one EIN. Because of the possibility of one-to-many relationships, we



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must distinguish between the firm, its EINs, and its establishments. The firm that owns or controls a multiunit establishment is identified on the SSEL by way of the establishment's primary identifier.

A multiunit establishment's primary identifier consists of a unique combination of an alpha number and a plant number. The alpha number identifies the firm; and the plant number identifies the establishment within the firm. All establishments owned or controlled by the same firm have the same alpha number. Different firms have different alpha numbers and different establishments within the same firm have different plant numbers. The U.S. Census Bureau assigns both the alpha number to the firm and the plant numbers to the establishments based on the results of the quinquennial economic censuses and the annual Company Organization Surveys.

To create the sampling frame, we extracted the records for all establishments that have a Standard Industrial Classification (SIC) that falls in the Retail Trade area as defined in the *1987 Standard Industrial Classification Manual*. For these establishments, we extracted sales (or receipts), payroll, employment, inventory, name and address information, as well as primary identifiers and, for multiunit establishments, associated EINs. We summarize the economic data of multiunit establishments to an EIN level by tabulating the establishment data for all retail establishments associated with the same EIN. Similarly we summarize to a firm level by tabulating the establishment data for all establishments associated with the same alpha number. These are the sampling units created from multiunit establishments. No aggregation is necessary to put singleunit establishment information on an EIN basis or a firm basis. Thus, the sampling units created for singleunit firms simultaneously represent establishment, EIN, and firm information. In summary, the sampling frame is a complex amalgam of establishments, EINs, and firms.

### **Stratification, Sampling Rates, and Allocation**

The primary stratification of the frame is by kind-of-business group based on the detail required for this publication. We further stratify the sampling units within kind of business groups (substratify) by a measure of size related to their sales. To reduce the variance of the estimates, the largest sampling units are selected "with certainty." This means they are sure to be selected and will represent only themselves (i.e., have a selection probability of one and a sampling weight of one). Within each kind-of-business stratum a substratum boundary (or cutoff) that divides the certainty units from the noncertainty units is determined. We based these cutoffs on a statistical analysis of data from the 1992 Census of Retail Trade. Accordingly, these values are on a 1992 sales basis. We also used this analysis to set sampling rates needed to achieve specified sampling variability objectives for sales estimates for different kind-of-business groups. The reciprocal of the sampling rate is referred to as the sampling

weight. Note that we computed sampling rates using data from the 1992 Census, the actual sample size was determined by applying these sampling rates to the sampling frame constructed from the 1994 SSEL. We then allocated the sample optimally based on the number of sampling units and standard deviation of the units' measures of size. The allocation is optimal in the sense that it achieves the minimum variance for a fixed sample size.

### **Sample Selection**

The first step in the sample selection identified certainty firms. If a firm had total retail sales (for 1994 adjusted to a 1992 basis) greater than the corresponding certainty cutoff for its major kind of business, the firm was selected into the sample with certainty. In this case, the firm is considered the sampling unit. This has important consequences when the firm adds establishments. If a firm was selected with certainty and had more than one establishment at the time of sampling, any new establishments that the firm acquires, even if under new or different EINs, are included in the sample with certainty. If a singleunit firm was selected with certainty all future establishments associated with that firm's original EIN are included with certainty; any new EINs that might later be associated with that firm are subjected to sampling as births (see below).

All firms not selected with certainty were subjected to sampling on an EIN basis. If a firm had more than one EIN, each of its EINs was a separate sampling unit. To be eligible for the initial sampling, an EIN had to have nonzero payroll in 1994. The EINs were stratified according to their major kind of business and their estimated sales (on a 1992 basis). Within each noncertainty stratum, a simple random sample of EINs was selected. We then assigned the selected cases to one of two groups. One group is canvassed for both the monthly and annual surveys, the other only for the annual survey. The sampling weights for the EINs selected in the sample for the monthly sales survey varied between 1 in 1 and 1 in 968.6. The maximum weight for the noncertainty sample canvassed for the annual survey was 464.3.

### **Sample Maintenance**

Periodically, we update the sample to represent EINs issued since the last sample selection. For all EIN "births," a two-phase selection procedure is used. EIN births are new EINs recently assigned by the IRS, on the latest available IRS mailing list for FICA taxpayers, and assigned a kind-of-business classification (if possible) by the Social Security Administration (SSA). In the first phase, births are stratified by kind of business and size (expected employment or quarterly payroll). A relatively large sample is drawn and canvassed to obtain a more reliable measure of size, consisting of sales in two recent months, and a more detailed kind-of-business code, if needed.

Using this more reliable information, the selected births from the first phase are subjected to probability-proportional-to-size sampling with overall probabilities equivalent to those used in drawing the initial sample from the 1994 SSEL. Because of the lag in reporting births to the IRS, and the time needed to accomplish the two-phase birth-selection procedure, births are added to the sample about nine months or more after they begin operation.

The processing of the EIN births differs between the monthly and annual surveys. For the monthly survey (MRTS), the EIN births selected in a quarter are added into the survey during the quarter. Because births are not represented in the monthly sample until they go through the two-phase selection procedure, an interim procedure is used to account for births during the period between the onset of activity and the time of birth selection. This consists of imputing data for all selected cases that go out of business but are still on the IRS mailing list.

For the annual survey (ARTS), the births that are selected in the quarterly birth-selection procedure in November of the annual survey year are included in the main mailing of the ARTS questionnaires in January of the following year. To better represent all EIN births in the annual survey year, and specifically to account for the coverage lag in the birth-selection procedure, we add births to the annual sample that are selected in February, May, and August of the year following the survey year. We mail survey forms to these births in June and August to supplement the main annual survey mailing.

To be eligible for the sample canvass and tabulation in a given month, a retail EIN selected in the noncertainty sampling operations must meet both of the following requirements:

- It must be on the latest available IRS mailing list for FICA taxpayers from the previous quarter.
- It must have been selected from either the SSEL or the file of employer births.

EINs selected into the sample with certainty are not dropped from canvass and tabulation if they are no longer on the IRS mailing list. Rather, the business that used the EIN is contacted, and if a successor EIN is found, it is added to the survey. This is a more stringent quality control used for these larger businesses.

### **Estimation Procedures for Monthly Sales**

All sampling units selected with certainty (weight equal to 1.0) are canvassed each month to obtain sales and other information for the month just ending. As noted previously, two samples of noncertainty (weight greater than 1.0) EINs were selected. Each month, all certainty sampling units and half of all selected noncertainty sampling units are asked to report their sales data for the month just ending. (The remaining half of the noncertainty units

are canvassed only for the annual survey.) The estimates are computed as the sum of weighted data (reported and imputed), where the weight for a given sampling unit is the reciprocal of its probability of selection.

### **Estimation Procedures for Annual Data**

The annual sales, purchases, end-of-year inventories, accounts receivable, and gross margin estimates published in this report are based on the ARTS. The estimates are computed as the sum of weighted data (reported and imputed) for all selected sampling units that meet the tabulation criteria given in the **Sample Maintenance** section. The weight for a given sampling unit is the reciprocal of its probability of selection. For noncertainty units, annual weights are equal to half of the monthly weight because units from both noncertainty panels are used to produce annual estimates whereas only one panel is used to produce monthly estimates. The use of a larger sample results in annual estimates having less sampling variability than monthly estimates.

The estimates of total inventory published in this report are on a non-LIFO basis. For those firms that value inventory on a LIFO (last-in, first-out) basis, the LIFO reserve amount is added to the LIFO value to get inventory on a non-LIFO basis. In the ARTS, sampling units that used a LIFO cost basis for all or part of their inventory were asked to report LIFO reserves.

The estimates of gross margin represent sales minus the cost of goods sold (see text, Definition of Terms) and are a function of the sums of weighted sales, inventories, and purchases data reported by the sampling units in the ARTS. For 1997 we adjusted the inventories and purchases by multiplying the 1997 ARTS estimates by the ratio of 1997 preliminary census sales to 1997 ARTS sales. Therefore, 1997 purchases and inventories are comparable to the 1997 preliminary census sales shown in this report.

### **SUBSAMPLE TO ESTIMATE END-OF-MONTH INVENTORIES**

As stated above, the sample used to estimate end-of-month inventories is a subset of the units used to estimate monthly and annual sales and end-of-year inventories. This section highlights differences between the design of the subsample and the complete sample.

#### **Sampling Frame**

The inventory sample is a subsample of the sales sample. Thus, the inventory sampling frame is the sales sample and has the same types of sampling units as the sales frame - companies and EINs. Descriptions of these sampling units are given above.

#### **Stratification, Sampling Rates, and Allocation**

Sampling units are stratified by their major kind of business. The stratification used for the monthly inventory sample is based on groupings of 3-digit and 4-digit Standard Industrial Classification codes. Because the estimates

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of end-of-month inventories are produced for somewhat broader kind-of-business groupings, the stratification for the inventory sample is coarser than the stratification used for the sales sample. Sampling units are assigned to substrata based on a measure of size related to their sales. Sampling rates for the inventory subsample are computed using the same methods as described previously. The reciprocal of the sampling rate is referred to as the sampling weight. Units tabulated in the monthly inventory survey have both an inventory weight and a sales weight. Because the inventory sample is a subsample of the sales sample, the inventory weight is greater than or equal to the sales weight.

### Sample Selection

The selection of the inventory sample is carried out independently within each sales-size substratum contained in a kind-of-business stratum. The actual selection procedure follows a systematic, probability-proportional-to-size scheme and will not be described here. Because the inventory sample is a subsample of the sales sample, it is possible that some units already have been selected with a sales weight that is greater than the desired inventory weight. These units are assigned to a separate panel without being subjected to a second sampling procedure. For these units, the inventory weight is set equal to the sales weight. Thus, in addition to the panel of certainty units and two panels of noncertainty units, there is another panel of noncertainty units that was not subjected to the subsampling. The sampling rates for the EINs selected in the sample for the monthly inventory survey varied between 1 in 1 and 1 in 2631.6.

### Sample Maintenance

The inventory sample is updated in the same manner and at the same time as the Monthly Retail Trade Survey sample. A subsample of the births selected for the sales sample is selected for the inventory sample. The sampling rates of the initial inventory sampling are maintained.

### Monthly Estimation Procedures

The procedures described above in the **Estimation Procedures for Monthly Sales** are followed except the sales weight is replaced by the inventory weight for all inventory computations.

### RELIABILITY OF THE ESTIMATES

An estimate based on a sample survey potentially contains two types of errors - sampling and nonsampling. Sampling error occurs because characteristics differ among sampling units and because only a subset of the entire population is measured in a sample survey. Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. The accuracy of a survey result may be affected by these two types of errors.

Sampling and nonsampling errors are often measured by the quantities, bias and variance. The bias of an estimator of an unknown population value is the difference, averaged over all possible samples of the same size and design, between the estimator and the unknown population value. Any systematic error or inaccuracy that affects all samples in a similar way will cause the resulting estimates to be biased. *Variance* is the squared difference, averaged over all possible samples of the same size and design, between an estimator and its average value.

Descriptions of sampling variability and nonsampling error for the Monthly Retail Trade Survey (MRTS) are provided in the following sections.

### Measures of Sampling Variability

Because the estimates are based on a sample, exact agreement with the results that would be obtained from a complete enumeration of retail firms on the sampling frame is not expected. However, because each firm represented on the sampling frame has a known probability of being selected into the sample, it is possible to estimate the sampling variability of the survey estimates.

The particular sample used in this survey is one of a large number of samples of the same size that could have been selected using the same design. If all possible samples had been surveyed, under the same conditions, an estimate of an unknown population value could have been obtained from each sample. These samples give rise to a distribution of estimates for the unknown population value. A statistical measure of the variability among these estimates is the standard error, which can be approximated from any one sample. The *standard error* is defined as the square root of the variance. The *coefficient of variation* (or relative standard error) of an estimate is the standard error of the estimate divided by the estimate. Note that measures of sampling variability, such as the standard error or coefficient of variation, are estimated from the sample and are also subject to sampling variability. (Technically, we should refer to the *estimated* standard error or the *estimated* coefficient of variation of an *estimator*. However, for the sake of brevity, we have omitted this detail.) It is important to note that the standard error and coefficient of variation only measure sampling variability. They do not capture any systematic biases in the estimates. The table Estimated Coefficients of Variation and Standard Error for Retail Sales by Kind of Business gives the estimates of coefficients of variation in percent for recent dollar-volume sales estimates and trends. The table Estimated Coefficients of Variation and Standard Error for Retail Inventories by Kind of Business gives the estimates of coefficients of variation in percent for recent monthly dollar-volume inventory estimates and trends.

The estimate from a particular sample and the approximate standard error associated with the estimate can be used to construct a confidence interval. A *confidence interval* is a range about a given estimator that has a specified

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probability of containing the estimator's corresponding, unknown population value. If, for each possible sample, an estimate of an unknown population value and its approximate standard error were obtained, then:

- For approximately 90 percent of the possible samples, the interval from 1.65 standard errors below to 1.65 standard errors above the estimate would include the unknown population value.
- For approximately 95 percent of the possible samples, the interval from two standard errors below to two standard errors above the estimate would include the unknown population value.

### **Nonsampling Errors**

Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate and may also occur in censuses. It is often helpful to think of nonsampling error as arising from deficiencies or mistakes in the survey process. In the MRTS nonsampling error can be attributed to many sources: (1) inability to obtain information about all firms in the sample, (2)

response errors, (3) differences in the interpretation of the questions, (4) mistakes in coding or keying the data obtained, and (5) other errors of collection, response, coverage, and processing. Although no direct measurement of the potential biases due to nonsampling error has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize its influence.

A potential source of bias in the estimates is due to imputing data for nonrespondents and for data which fail edit. (Imputation is the process of replacing a missing value by a predicted value obtained from an appropriate model for nonresponse.) Across all kinds of business combined, in any given month imputed data amounts to about 26 percent of the total retail sales estimate and about 32 percent of the end-of-month inventory estimate. For the annual survey, imputed data amounts to about 9 percent of the total retail sales estimate, 11 percent of the total end-of-year inventory estimate, 25 percent of the total purchases estimate, and 11 percent of the total accounts receivable estimate.

**Table A-1. Estimated Coefficients of Variation for Monthly Retail Sales and End-of-Month Inventories by Kinds of Business: 1997**

[Coefficients are percentages—based on sales and inventories estimates not adjusted for seasonal variations, holiday, or trading-day differences]

SIC code	Kind of business	Sales		Inventories	
		Range	Median	Range	Median
	<b>Retail trade, total</b> .....	<b>0.4-0.6</b>	<b>0.5</b>	<b>1.2-1.3</b>	<b>1.3</b>
	Total (excl. automotive dealers) .....	0.5-0.7	0.6	(NA)	(NA)
	<b>Durable goods, total</b> .....	<b>0.8-1.0</b>	<b>0.9-1.2</b>	<b>1.0-1.2</b>	<b>1.1</b>
<b>52</b>	<b>Building materials group stores</b> .....	<b>2.0-2.6</b>	<b>2.2</b>	<b>2.9-3.3</b>	<b>3.0</b>
521	Building materials, supply, hardware stores .....	2.2-3.0	2.5	(NA)	(NA)
521,3,5	Building materials, supply stores .....	2.2-2.8	2.3	(NA)	(NA)
525	Hardware stores .....	3.2-4.9	4.3	(NA)	(NA)
<b>55 excl. 554</b>	<b>Automotive dealers</b> .....	<b>1.0-1.6</b>	<b>1.2</b>	<b>2.2-2.9</b>	<b>2.5</b>
551,2,5,6,7,9	Motor vehicle and misc. automotive dealers .....	1.1-1.8	1.3	(NA)	(NA)
551,2	Motor vehicle dealers .....	1.2-2.0	1.6	(NA)	(NA)
551	Motor vehicle dealers (new & used) .....	1.3-2.2	1.8	(NA)	(NA)
553	Auto and home supply stores .....	4.4-5.2	5.0	(NA)	(NA)
<b>57</b>	<b>Furniture group stores</b> .....	<b>1.5-1.9</b>	<b>1.7</b>	<b>3.7-4.3</b>	<b>4.0</b>
571	Furniture and home furn. stores .....	2.1-2.8	2.6	(NA)	(NA)
5712	Furniture stores .....	3.2-4.0	3.7	(NA)	(NA)
5713	Floor covering stores .....	4.8-6.4	5.5	(NA)	(NA)
5722,31,34	Household appliance, electronics stores .....	2.9-3.1	3.0	(NA)	(NA)
5722	Household appliance stores .....	2.8-3.3	3.0	(NA)	(NA)
5731,34	Radio, TV and computer stores .....	2.5-2.9	2.8	(NA)	(NA)
5941	Sporting goods stores and bicycle shops .....	3.3-4.2	3.7	(NA)	(NA)
5942	Book stores .....	3.5-4.7	4.1	(NA)	(NA)
5944	Jewelry stores .....	4.2-5.4	4.6	(NA)	(NA)
	<b>Nondurable goods, total</b> .....	<b>0.6-0.8</b>	<b>0.7</b>	<b>0.7-0.9</b>	<b>0.8</b>
<b>53</b>	<b>General merchandise group stores</b> .....	<b>0.1-0.3</b>	<b>0.2</b>	<b>0.3-0.3</b>	<b>0.3</b>
531	Dept. stores, (excl. leased depts.) .....	0.0-0.0	0.0	0.2-0.2	0.2
531	Dept. stores, (incl. leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)	(NA)
531 pt.	Conventional dept. stores <sup>1</sup> .....	0.0-0.0	0.0	(NA)	(NA)
531 pt.	Discount dept. stores <sup>1</sup> .....	0.0-0.0	0.0	(NA)	(NA)
531 pt.	National chain dept. stores <sup>1</sup> .....	0.0-0.0	0.0	(NA)	(NA)
533	Variety stores .....	2.1-2.3	2.2	(NA)	(NA)
539	Misc. general merchandise stores .....	0.7-1.7	1.0	(NA)	(NA)
<b>54</b>	<b>Food group stores</b> .....	<b>1.2-1.3</b>	<b>1.2</b>	<b>0.9-1.4</b>	<b>1.0</b>
541	Grocery stores .....	1.2-1.3	1.3	(NA)	(NA)
542	Meat, fish (seafood) markets .....	4.7-6.7	5.3	(NA)	(NA)
546	Retail bakeries .....	3.4-4.7	4.3	(NA)	(NA)
<b>554</b>	<b>Gasoline service stations</b> .....	<b>2.8-3.3</b>	<b>3.1</b>	<b>(NA)</b>	<b>(NA)</b>
<b>56</b>	<b>Apparel and accessory stores</b> .....	<b>1.1-1.6</b>	<b>2.4</b>	<b>3.6-4.1</b>	<b>3.9</b>
561	Men's and boys' clothing stores .....	7.8-15.2	10.7	(NA)	(NA)
562,3	Women's clothing, accessory stores .....	1.7-2.5	2.4	(NA)	(NA)
562	Women's ready-to-wear stores .....	2.2-3.1	2.9	(NA)	(NA)
565	Family clothing stores .....	1.2-2.4	1.5	(NA)	(NA)
566	Shoe stores .....	1.4-2.1	1.8	(NA)	(NA)
<b>58</b>	<b>Eating and drinking places</b> .....	<b>2.2-2.9</b>	<b>2.7</b>	<b>(NA)</b>	<b>(NA)</b>
5812	Eating places .....	2.3-3.1	2.9	(NA)	(NA)
5812 pt.	Restaurants, lunchrooms, cafeterias .....	2.1-3.4	2.7	(NA)	(NA)
	Refreshment places .....	4.2-4.9	4.5	(NA)	(NA)
5813	Drinking places (alcoholic bev.) .....	3.0-5.1	3.9	(NA)	(NA)
591	Drug and proprietary stores .....	1.6-2.0	1.8	(NA)	(NA)
592	Liquor stores .....	1.8-3.7	2.5	(NA)	(NA)
596	Nonstore retailers <sup>2</sup> .....	3.4-4.3	3.9	(NA)	(NA)
5961	Total mail order .....	3.3-4.7	3.9	(NA)	(NA)
598	Fuel dealers .....	4.5-7.4	5.5	(NA)	(NA)
<b>53,56,57,594</b>	<b>GAF, total</b> <sup>3</sup> .....	<b>0.4-0.4</b>	<b>0.4</b>	<b>(NA)</b>	<b>(NA)</b>
594	Misc. shopping goods stores .....	2.1-2.4	2.3	(NA)	(NA)

(NA) Not available.

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: The ranges and medians of the coefficients of variation shown above are based on sales and inventories estimates for the 12 most recent data months. Coefficients of variation for historical estimates are available in prior publications.



Table A-2. **Estimated Coefficients of Variation for Annual Sales, End-of-Year Inventories, and Purchases: 1997**

[In percent]

SIC code	Kind of business	Dollar volume estimates			Inventories/ sales ratio	Gross margin as a percent of sales
		Sales	Inventories	Purchases		
	<b>Retail sales, total</b> .....	<b>0.0</b>	<b>0.5</b>	<b>0.4</b>	<b>0.3</b>	<b>0.3</b>
	Total (excl. automotive dealers) .....	0.0	0.4	0.4	0.3	0.3
	<b>Durable goods, total</b> .....	<b>0.0</b>	<b>0.8</b>	<b>0.8</b>	<b>0.5</b>	<b>0.7</b>
52	Building materials group stores .....	0.0	2.3	2.5	1.2	1.5
521,3	Building materials, supply stores .....	0.0	(NP)	2.9	(NP)	1.7
525	Hardware stores .....	0.0	(NP)	2.7	(NP)	3.1
55 excl. 554	Automotive dealers .....	0.0	1.2	1.0	0.8	1.0
551,2,5,6,7,9	Motor vehicle and misc. automotive dealers ..	0.0	(NP)	1.1	(NP)	1.2
553	Auto and home supply stores .....	0.0	(NP)	3.1	(NP)	1.5
57	Furniture group stores .....	0.0	1.3	1.0	0.9	0.8
571	Furniture and home furn. stores .....	0.0	(NP)	1.6	(NP)	0.9
5722,31,34	Household appliance, electronics stores .....	0.0	(NP)	1.5	(NP)	1.6
	<b>Nondurable goods, total</b> .....	<b>0.0</b>	<b>0.4</b>	<b>0.4</b>	<b>0.4</b>	<b>0.3</b>
53	General merchandise group stores .....	0.0	0.2	0.1	0.1	0.1
531	Dept. stores (excl. leased depts.) .....	0.0	0.0	0.0	0.0	0.0
533	Variety stores .....	0.0	(NP)	1.6	(NP)	1.1
54	Food group stores .....	0.0	1.0	0.8	0.7	0.4
541	Grocery stores .....	0.0	(NP)	0.8	(NP)	0.4
554	Gasoline service stations .....	0.0	(NP)	1.9	(NP)	2.1
56	Apparel and accessory stores .....	0.0	1.3	0.9	0.7	0.4
561	Men's and boys' clothing stores .....	0.0	(NP)	5.9	(NP)	1.5
562,3	Women's clothing, accessory stores .....	0.0	(NP)	2.2	(NP)	0.8
566	Shoe stores .....	0.0	(NP)	1.7	(NP)	1.1
58	Eating and drinking places .....	0.0	(NP)	1.8	(NP)	0.5
591	Drug and proprietary stores .....	0.0	(NP)	1.2	(NP)	1.3
592	Liquor stores .....	0.0	(NP)	2.9	(NP)	1.3
53,56,57, 594	GAF, total <sup>1</sup> .....	0.0	(NP)	0.3	(NP)	0.4

(NP) Not published.

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: The estimated coefficients of variation are based on 1997 Annual Retail Trade Survey data, adjusted to preliminary results of the 1997 Census of Retail Trade. Coefficients of variation for historical estimates are available in prior publications. Further detail for year-end inventories are available upon request.

Table A-3. **Estimated Coefficients of Variation for Accounts Receivable Dollar Volume Estimates: 1997**

[In percent]

SIC code	Kind of business	Total accounts receivable	Type of account			
			Charge	Installment		
				Total	Open-end	Closed-end
	<b>Retail accounts receivables, total</b> .....	<b>1.0</b>	<b>3.0</b>	<b>0.9</b>	<b>0.9</b>	<b>4.5</b>
	Total (excl. automotive dealers) .....	0.9	3.5	0.9	0.9	4.9
	<b>Durable goods, total</b> .....	<b>2.4</b>	<b>4.2</b>	<b>3.3</b>	<b>4.6</b>	<b>5.1</b>
52	Building materials group stores .....	5.8	7.5	(*)	(*)	(*)
55 excl. 554	Automotive dealers .....	4.6	5.6	7.4	11.7	10.2
57	Furniture group stores .....	3.1	7.5	3.8	5.6	6.3
	<b>Nondurable goods, total</b> .....	<b>0.7</b>	<b>3.6</b>	<b>0.6</b>	<b>0.5</b>	<b>9.0</b>
53	General merchandise group stores .....	0.4	3.6	0.4	0.4	0.1
531	Dept. stores (excl. leased depts.) .....	0.0	0.0	0.0	0.0	0.0
554	Gasoline service stations .....	6.9	8.3	11.0	9.2	(*)
56	Apparel and accessory stores .....	3.9	13.5	4.1	4.2	(*)

\*Measure of sampling variability are not shown because the corresponding total estimates are not published in Table 6.

Note: The estimates of sampling variability shown above are based on estimates derived from the 1997 Annual Retail Trade Survey. Coefficients of variation for historical estimates are available in prior publications.



# Appendix B.

## Kind-of-Business Classifications

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### GENERAL DESCRIPTION

Retail trade SIC Major Groups 52-59, includes establishments primarily engaged in selling merchandise for personal or household consumption and rendering services incidental to the sale of goods.

The kinds of business shown in this report parallel broad classifications defined in the 1987 edition of the Standard Industrial Classification (SIC) manual. Descriptions of each kind of business follow. Data for some kinds of business are not shown separately but are included in U.S. and group totals.

### DURABLE GOODS

#### **Building Materials Group Stores (SIC Major Group 52)**

This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint, glass, and wallpaper; hardware; nursery stock; lawn and garden supplies; and mobile homes even if sales to contractors account for the larger proportion of total sales. These establishments are known as “retail” in the trade. Establishments primarily selling these products but not selling to the general public are classified in wholesale trade.

**Lumber and Other Building Materials Dealers (SIC 521).**<sup>1</sup> Establishments engaged in selling primarily lumber and a general line of building materials to the general public. The lumber which they sell may include rough and dressed lumber, flooring, molding, doors, sashes, frames, and other millwork. The building materials may include roofing, siding, shingles, wallboard, paint, brick, tile, cement, sand, gravel, and other building materials and supplies. Hardware is often an important line of retail lumber and building materials dealers. Establishments known as “home centers” are included here.

**Paint, Glass, and Wallpaper Stores (SIC 523).**<sup>1</sup> Establishments engaged in selling primarily paint, glass, and wallpaper, or any combination of these lines, to the general public.

**Hardware Stores (SIC 525).** Establishments primarily selling a number of basic hardware lines such as tools, builders’ hardware, paint and glass, housewares and household appliances, cutlery, and roofing materials, no one of which accounts for 50 percent or more of the sales of the establishments.

**Retail Nurseries, Lawn and Garden Supply Stores (SIC 526).**<sup>1</sup> Establishments primarily engaged in selling trees, shrubs, other plants, seeds, bulbs, mulches, soil conditioners, fertilizers, pesticides, garden tools, and other garden supplies to the general public. These establishments primarily sell products purchased from others, but may sell some plants which they grow themselves.

**Mobile Home Dealers (SIC 527).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used mobile homes, including parts and accessories.

#### **Automotive Dealers (SIC Major Group 55 ex. 554)**

This major group includes retail dealers selling new and used automobiles, boats, recreational trailers, and motorcycles; and those selling new automobile parts and accessories. Automobile repair shops maintained by the establishments engaged in the sale of new automobiles are also included.

**Motor Vehicle Dealers (New and Used) (SIC 551).** Establishments primarily engaged in the sale of new automobiles or new and used foreign or domestic automobiles. These establishments frequently maintain repair departments and used car lots and carry stocks of replacement parts, tires, batteries, and automotive accessories. Used car lots and repair departments operated by franchised new passenger car dealers are not considered separate locations.

**Motor Vehicle Dealers (Used Cars) Only (SIC 552).**<sup>1</sup> Establishments primarily selling used cars and not holding a franchise for the sale of new cars.

**Auto and Home Supply Stores (SIC 553).** Establishments primarily engaged in the retail sale of automobile tires, batteries, and other automobile parts and accessories. These establishments frequently sell additional lines of merchandise such as household appliances, radios and television sets, sporting goods, housewares, and hardware.

**Boat Dealers (SIC 555).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used motorboats and other watercraft, including parts, accessories, marine supplies, and outboard motors.

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**Recreational Vehicle Dealers (SIC 556).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used recreational trailers, campers (pickup coaches), and other trailers for passenger automobiles, and motor homes, including parts and accessories.

**Motorcycle Dealers (SIC 557).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used motorcycles and motor scooters, including parts and accessories.

**Automotive Dealers, Not Elsewhere Classified (SIC 559).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used automotive vehicles, such as snowmobiles, dunebuggies, go-carts, aircraft, utility trailers, and new automotive equipment and supplies, not elsewhere classified.

#### **Furniture Group Stores (SIC Major Group 57)**

This major group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies, glassware and china, domestic stoves, refrigerators, and other household appliances and electronics.

**Furniture Stores (SIC 5712).** Establishments primarily selling household furniture, beds, mattresses, springs, and other sleep equipment. Also included in this classification are establishments selling household appliances, phonographs, radio and TV sets, and floor coverings, provided the receipts from sales of furniture and sleep equipment exceed those from sales of other merchandise.

**Floor Coverings Stores (SIC 5713).** Establishments primarily engaged in the retail sale of floor coverings and related products.

**Drapery, Curtain, and Upholstery Stores (SIC 5714).**<sup>1</sup> Establishments primarily selling draperies, curtains, slipcovers, and upholstery materials. Establishments primarily selling custom made draperies and slipcovers for household use also are included.

#### **Miscellaneous Home Furnishing Stores (SIC 5719).**<sup>1</sup>

Establishments primarily engaged in the retail sale of miscellaneous home furnishings, such as china, glassware, and metalware for kitchen and table use, bedding and linen, brooms, brushes, lamps and shades, mirrors and pictures, venetian blinds, window shades, and fireplace accessories.

**Household Appliance Stores (SIC 5722).** Establishments primarily engaged in the retail sale of electric and gas refrigerators, stoves, and other household appliances, such as electric irons, percolators, hot plates, and vacuum cleaners. Many such stores also sell radio and television

sets. Retail stores operated by public utility companies and primarily engaged in the sale of electric and gas appliances for household use are classified here.

#### **Radio, Television, and Electronics Stores (SIC 5731).**

Establishments primarily engaged in the retail sale and installation of radios, televisions, record players, sound reproducing equipment and home computers. Such establishments also may sell additional lines, such as household appliances, musical instruments, or records.

#### **Computer and Computer Software Stores (SIC 5734).**

Establishments primarily engaged in the retail sale of computers, computer peripheral equipment, and software.

**Music Stores (SIC 5735+5736).**<sup>1</sup> Establishments primarily engaged in the retail sale of musical instruments, phonograph records and albums, sheet music, and similar musical supplies.

#### **Miscellaneous Durable Goods Stores (SIC Major Group 59, part)**

This includes all retail durable goods stores not elsewhere classified.

**Used Merchandise Stores (SIC 593).**<sup>1</sup> This industry includes stores primarily engaged in the retail sale of used merchandise, antiques, and secondhand goods such as clothing and shoes; furniture; books and rare manuscripts; musical instruments; office furniture, phonographs and phonograph records; and store fixtures and equipment. This industry also includes pawnshops.

#### **Sporting Goods Stores and Bicycle Shops (SIC 5941).**

Establishments primarily selling a general or a specialized line of sporting goods and equipment for hunting, camping, fishing, skiing, riding, tennis, golf, and other sports; bicycles, bicycle parts and accessories; and gymnasium and playground equipment.

**Book Stores (SIC 5942).** Establishments primarily selling new books and periodicals. Stationery and related items may also be sold.

**Jewelry Stores (SIC 5944).** Establishments primarily engaged in the retail sale of any combination of the lines of jewelry, such as diamonds and other precious stones; rings, bracelets, and brooches; sterling and plated silverware; and watches and clocks.

**Hobby, Toy, and Game Shops (SIC 5945).**<sup>1</sup> Establishments primarily engaged in the retail sale of toys, games, crafts, hobby kits and supplies.

#### **Camera and Photographic Supply Stores (SIC 5946).**<sup>1</sup>

Establishments primarily engaged in the retail sale of cameras, film, and other photographic supplies and equipment. Excluded are establishments primarily engaged in finishing films.

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**Gift, Novelty, and Souvenir Shops (SIC 5947).**<sup>1</sup> Establishments primarily engaged in the retail sale of combined lines of gifts and novelty merchandise, souvenirs, and miscellaneous small art goods such as greeting cards and holiday decorations.

**Luggage and Leather Goods Stores (SIC 5948).**<sup>1</sup> Establishments primarily engaged in the retail sale of luggage, trunks, and leather goods.

**Optical Goods Stores (SIC 5995).**<sup>1</sup> Establishments primarily engaged in the retail sale of eyeglasses and related optical goods. Excluded are establishments whose receipts are primarily from examining eyes and prescribing eyeglasses or contact lenses.

**Miscellaneous Retail Stores Not Elsewhere Classified (SIC 5999).**<sup>1</sup> Establishments primarily engaged in the retail sale of specialized lines of merchandise such as collectors' items and supplies, artists' supplies, orthopedic and artificial limbs, drafting materials, cosmetics, telephones and communication devices, pets, religious goods, hearing aids, monuments and tombstones, picture frames, swimming polls, and other merchandise not elsewhere classified.

## **NONDURABLE GOODS**

### **General Merchandise Group Stores (SIC Major Group 53)**

This major group includes retail stores which sell a number of lines of merchandise, such as dry goods, apparel and accessories, furniture and home furnishings, small wares, hardware, and food. The stores included in this group are known as department stores, variety stores, general merchandise stores, general stores, etc.

**Department Stores (SIC 531).** Establishments normally employing 50 people or more, having sales of apparel and soft goods combined amounting to 20 percent or more of total sales, and selling each of the following lines of merchandise:

- Furniture, home furnishings, appliances, radio and TV sets.
- A general line of apparel for the family.
- Household linens and dry goods.

To qualify as a department store, sales of each of the lines listed above must be less than 80 percent of total store sales. An establishment with total sales of \$10 million or more is classified as a department store even if sales of one of the merchandise lines listed above exceed the maximum percent of total sales, provided that the combined sales of the other two groups are \$1 million or more. Department store sales have been separately presented for the following classifications:

Department stores (incl. leased depts.), and  
Department stores (excl. leased depts.).

Department stores (incl. leased depts.) are also sub-categorized as shown below:

### **Conventional Department Stores (SIC 531 part).**

Establishments which satisfy the criteria of a department store and:

- Usually provide check-out service and customer assistance (salespersons) within each department.
- May have a catalog order desk.
- Are not affiliated with a company which operates similar establishments on a national basis.

These stores often sell:

- Soft goods and hard goods which are primarily nationally advertised brands.
- Appliances which are serviced by another company.
- Limited lines of merchandise through seasonal or special catalogs.

**Discount Department Stores (SIC 531 part).** Establishments which satisfy the criteria of a department store and usually:

- Convey the image of a high-volume, fast turnover outlet selling a variety of merchandise for less than conventional prices.
- Provide centralized check-out service.
- Do not provide customer assistance within store departments. Merchandise is normally sold through self-service with minimal assistance provided in any department.
- Do not have a catalog order desk.

These stores often sell:

- Soft goods which are usually their own corporate brands or are unbranded.
- Hard goods which are primarily nationally advertised brands.
- Appliances which are serviced by another company.

### **National Chain Department Stores (SIC 531 part).**

Establishments which satisfy the criteria of a department store and:

- Usually provide check-out service and customer assistance (salespersons) within each department.
- May have a catalog order desk.
- Are affiliated with a company which operates similar establishments on a national basis.

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These stores often sell:

- Soft goods and hard goods which are their own corporate brands or are unbranded.
- Appliances which are serviced by their own company.

**Variety Stores (SIC 533).** Establishments primarily engaged in the retail sale of a variety of merchandise in the low and popular price ranges. Sales usually are made on a cash-and-carry basis with the open selling method of display and customer selection of merchandise. These stores generally do not carry a complete line of merchandise, are not departmentalized, do not carry their own charge service, and do not deliver merchandise.

**Miscellaneous General Merchandise Stores (SIC 539).** Establishments primarily engaged in the retail sale of a general line of apparel, dry goods, hardware, home-ware or home furnishings, groceries, and other lines in limited amounts. Stores selling commodities covered in the definition for department stores, but normally having less than 50 employees, and stores usually known as catalog showrooms, country general stores, or warehouse clubs are included here. Also included in this classification are establishments whose sales of apparel or of furniture and home furnishings exceed half of their total sales providing that sales of the smaller of the two lines in combination with dry goods and household linens account for 20 percent or more of total sales.

#### **Food Group Stores (SIC Major Group 54)**

This major group includes retail stores primarily engaged in selling food for home preparation and consumption.

**Grocery Stores (SIC 541).** Establishments primarily selling (1) a wide variety of canned or frozen foods, such as vegetables, fruits, and soups; (2) dry groceries, either packaged or in bulk, such as tea, coffee, cocoa, dried fruits, spices, sugar, flour, and crackers; and (3) other processed foods and nonedible grocery items. In addition, these establishments often sell smoked and prepared meats, fresh fish and poultry, fresh vegetables and fruits, and fresh or frozen meats.

Establishments commonly known as supermarkets, food stores, convenience stores, and delicatessens are included in this classification if receipts from sales of groceries and food items for off-premise preparation and consumption are 50 percent or more of total sales.

**Meat and Fish (Seafood) Markets, Including Freezer Provisioners (SIC 542).** Establishments primarily engaged in the retail sale of fresh, frozen, or cured meats, fish, shellfish, and other seafood. Frequently these establishments also sell poultry, dairy products, eggs, some groceries, and items commonly used in preparing seafood or consumed with seafood.

#### **Fruit Stores and Vegetable Markets (SIC 543).<sup>1</sup>**

Establishments primarily selling fresh fruits and fresh vegetables. These establishments frequently carry a limited line of grocery items. Roadside stands of farmers selling only their own produce are not included.

#### **Candy, Nut, and Confectionery Stores (SIC 544).<sup>1</sup>**

Establishments primarily selling candy, nuts, sweetmeats, and other confections. A soda fountain or lunch counter is frequently operated in these stores. Also included are candy and popcorn stands located in motion picture theaters.

**Dairy Products Stores (SIC 545).<sup>1</sup>** Establishments primarily engaged in the retail sale of dairy products, such as milk, cream, butter, cheese, and related products, to over-the-counter customers.

**Retail Bakeries (SIC 546).** Establishments primarily engaged in the over-the-counter retail sale of bakery products such as bread, cakes, pies, or cookies, all or some of which may be baked on the premises.

**Other Miscellaneous Food Stores (SIC 549).<sup>1</sup>** Establishments primarily engaged in the retail sale of specialized foods, not elsewhere classified, such as eggs and poultry, health foods, spices, herbs, coffee, and tea. The poultry stores may sell live poultry, slaughter and clean poultry for their own account and sell dressed fowls, or sell fowl cleaned and dressed by others.

#### **Gasoline Service Stations (SIC 554)**

Establishments primarily selling gasoline and automotive lubricants. Usually these establishments also sell tires, batteries, and accessories, and perform minor repair work and services. Establishments called garages but deriving more than half of their receipts from the sale of gasoline and automotive lubricants and establishments known as "truck stops" which are primarily engaged in selling diesel fuel to truckers are also included. Convenience food stores deriving more than 50 percent of their sales from the sale of gasoline are classified as gasoline service stations.

#### **Apparel and Accessory Stores (SIC Major Group 56)**

Establishments in this major group are primarily engaged in selling clothing of all kinds and related articles for personal wear and adornment.

**Men's and Boys' Clothing Stores (SIC 561).** Establishments primarily selling men's and boys' ready-to-wear clothing and furnishings.

**Women's Ready-to-Wear Stores (SIC 562).** Establishments primarily selling women's and girls' ready-to-wear apparel.

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**Women's Accessory and Specialty Stores (SIC 563).<sup>1</sup>**

Establishments primarily selling a specialized line of women's and girls' apparel, such as furs, sportswear, beachwear, blouses, hosiery, millinery, foundation garments, lingerie, robes, and other intimate wear.

**Children's and Infants' Wear Stores (SIC 564).<sup>1</sup>**

Establishments primarily engaged in the retail sale of children's and infants' clothing, furnishings, and accessories. Such establishments may specialize in either children's or infants' wear or they may sell a combination of children's and infants' wear.

**Family Clothing Stores (SIC 565).** Establishments primarily selling clothing, furnishings, and accessories for men, women, and children, without specializing in any one line.

**Shoe Stores (SIC 566).** Establishments primarily engaged in the retail sale of any one line, or a combination of the lines, of men's, women's, and children's footwear. These establishments frequently carry accessory lines such as hosiery, gloves, and handbags.

**Miscellaneous Apparel and Accessory Stores (SIC 569).<sup>1</sup>** Establishments primarily engaged in the retail sale of specialized lines of apparel and accessories not elsewhere classified, such as uniforms, bathing suits, raincoats, riding apparel, sports apparel, umbrellas, wigs, and toupees. This industry also includes custom tailors primarily engaged in making and selling men's and women's clothing (except fur apparel SIC 568) to individual order.

**Eating and Drinking Places  
(SIC Major Group 58)**

Establishments in this major group are primarily engaged in selling prepared foods and drinks for consumption on or near the premises and lunch counters and refreshment stands selling prepared foods and drinks for immediate consumption.

**Restaurants, Lunchrooms, Cafeterias, and Contract Feeding (SIC 5812 part).**

*Restaurants and Lunchrooms.*<sup>1</sup> Establishments engaged in serving prepared food and beverages selected by the patron from a full menu. Waiter or waitress service is provided and the establishment has seating facilities for at least 15 patrons. These establishments often serve alcoholic beverages, but receipts from the sale of alcoholic beverages may not exceed the receipts from prepared food.

*Cafeterias.*<sup>1</sup> Establishments engaged in serving prepared food and beverages primarily through the use of a cafeteria line where customers serve themselves from displayed selections. Some limited waiter or waitress service may be provided. Table and/or booth seating facilities are usually provided.

*Contract Feeding.*<sup>1</sup> Establishments primarily engaged in providing food service under contract to another company; hospital; or governmental, penal, or educational institution. The facilities and personnel of these establishments may be provided by the contracting company, institutions, etc., however, the management is always supplied by the contractor.

**Social Caterers (SIC 5812 part).<sup>1</sup>** Establishments primarily engaged in serving prepared food and beverages for weddings, banquets, etc., at a hall or similar place rather than at a fixed business location. Such establishments also may arrange for some entertainment but this should be a minor part of the business.

**Refreshment Places, Ice Cream and Frozen Custard Stands, (SIC 5812 part).**

*Refreshment Places.*<sup>1</sup> Establishments primarily selling limited lines of refreshments and prepared food items. Included in this group are establishments which prepare refreshment items such as pizza, barbecued chicken, and hamburgers for consumption either on or near the premises or for "take-home" consumption.

*Ice Cream and Frozen Custard Stands.*<sup>1</sup> Establishments primarily engaged in selling ice cream, frozen custard, or other frozen ices for consumption either on or near the premises. "Take-home" packages also may be provided for ice cream sold in bulk.

**Drinking Places (SIC 5813).** Establishments primarily engaged in the retail sale of drinks such as beer, ale, wine, liquor, and other alcoholic beverages for consumption on the premises. Prepared foods are frequently sold at these establishments, but receipts from the sale of prepared foods may not exceed receipts from sales of alcoholic beverages.

**Drug Stores and Proprietary Stores (SIC 591)**

Establishments engaged in the retail sale of prescription drugs and patent medicines and which may carry a number of related lines such as cosmetics, toiletries, tobacco, and novelty merchandise. Included are drug stores which also have a soda fountain or lunch counter. These stores are included on the basis of their usual trade designation rather than on the more strict interpretation of commodities handled.

**Liquor Stores (SIC 592)**

Establishments primarily selling packaged alcoholic beverages, such as ale, beer, wine, and whiskey, for consumption off the premises. Liquor stores operated by States, counties, and municipalities are included.

**Miscellaneous Nondurable Goods Stores  
(SIC Major Group 59, part)**

This includes all retail nondurable goods stores not elsewhere classified.



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**Miscellaneous Shopping Goods Stores (SIC 594).**

Establishments engaged in the retail sale of one or more lines of merchandise similar to that found in department stores.

**Stationery Stores (SIC 5943).**<sup>1</sup> Establishments primarily engaged in the retail sale of stationery, such as paper and paper products (including printing and engraving), post cards, novelties, and school and office supplies (excluding office furniture and machines).

**Sewing, Needlework, and Piece Goods Stores (SIC 5949).**<sup>1</sup> Establishments primarily engaged in the retail sale of piece goods, notions, sewing and knitting supplies, fabrics, patterns, and other needlework accessories.

**Mail-Order Houses (Department Store Merchandise) (SIC 5961 part).** Establishments with normally 50 or more employees primarily engaged in the retail sale by catalog and mail order of a general line of merchandise similar to that sold by department stores.

**Other Mail-Order Houses (SIC 5961 part).** Establishments primarily engaged in the retail sale of a specialized or limited line of merchandise such as food, automotive merchandise, apparel, books, stationery, etc., by catalog and mail order.

**Automatic Merchandising Machine Operators (SIC 5962).**<sup>1</sup>

Establishments primarily engaged in the retail sale of products by means of automatic merchandising units (vending machines) which are generally located on the premises of other businesses. Those products include candy, nut, and confectionery; milk and ice cream; other beverages; and tobacco products.

**Direct-Selling Operations (SIC 5963).**<sup>1</sup> Establishments primarily selling merchandise by house-to-house canvass, by party plan, by telephone, or from a truck. The merchandise includes building materials, hardware, and garden supplies; general merchandise, milk; other foods; apparel and accessories; furniture, home furnishings, and equipment; mobile food service; and books and stationery.

**Fuel Oil Dealers (SIC 5983).**<sup>1</sup> Establishments primarily engaged in the retail sale of fuel oil.

**Liquefied Petroleum Gas Dealers (SIC 5984).**<sup>1</sup> Establishments primarily engaged in the retail sale of liquefied petroleum (LP) gas (bottled gas or in bulk.)

**Fuel Dealers, Not Elsewhere Classified (SIC 5989)**<sup>1</sup> Establishments primarily engaged in the retail sale of coal, coke, charcoal, wood, or any combination of these lines.

**Florists (SIC 5992).**<sup>1</sup> Establishments primarily engaged in the retail sale of cut flowers and growing plants. Greenhouses and nurseries are included if receipts are primarily from the sale of products not grown on the premises.

**Cigar Stores and Stands (SIC 5993).**<sup>1</sup> Establishments primarily engaged in the retail sale of cigars, cigarettes, tobacco, and smokers' supplies. Many of the establishments included in this classification are operated as concessions in places of amusement, railway stations, airports, and other public places.

**News Dealers and Newsstands (SIC 5994).**<sup>1</sup> Establishments primarily engaged in the retail sale of newspapers, magazines, and other periodicals.

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<sup>1</sup>Data for this kind of business are not shown separately but are included in U.S. and group totals.



